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Circular Series

FHORT 8-91
August 1991

Horticultural Products Review

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EXPORT SUMMARY

U.S. exports of horticultural products to all countries in May 1991 were \$467.6 million, 4 percent above the same month a year earlier. Fresh vegetables, canned vegetables, and wine registered the sharpest increases. Fresh citrus and non-citrus fruit and tree nuts accounted for the major decreases. During the first eight months (October-May) of fiscal year 1991, the total value of U.S. horticultural exports was \$3.5 billion - - 11.2 percent over the same period last year.

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All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds, 1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon, 1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

U.S. EXPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR
MAY 91

NAME		QUANTITY				VALUE (1,000 DOLLARS)					
GROUP	& COMMODITY	CURR MO LAST YR	CURR MO CURR YR	YR TOTATE LAST YR	YR TOTATE CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FR, FRUIT CITRUS	MT										
	GRAPEFRUIT	23,713	33,337	264,656	396,373	318,374	12,840	21,136	143,403	232,750	173,535
	LEMONS	13,811	10,676	94,557	81,667	138,032	10,128	12,358	69,784	74,400	103,739
	ORANGES, INCL TMPL	86,567	29,473	377,062	193,560	522,141	47,276	27,314	199,346	135,182	276,270
	OTHER CITRUS	508	495	13,094	15,448	15,404	598	401	10,812	15,139	12,660
	Subtotal:-----	124,601	73,983	749,370	687,048	993,952	70,845	61,210	423,346	457,471	566,205
FR, FRT, NON-CIT	MT										
	APPLES	23,074	15,233	285,129	279,158	365,812	12,313	10,630	141,770	173,402	191,564
	AVOCADOS	611	502	4,407	2,280	6,225	1,220	924	5,564	3,480	8,748
	CHERRIES SWT & TRT	5,097	2,198	5,734	4,118	22,503	21,858	11,500	22,706	13,977	67,258
	GRAPES	2,713	1,691	83,429	97,794	192,585	4,546	3,235	82,797	104,767	196,532
	KIWI FRUIT	584	425	7,498	6,718	8,287	946	648	11,480	10,272	12,890
	MELONS	13,084	14,953	39,211	46,904	113,867	7,390	9,094	24,133	30,088	65,362
	PAPAYA	975	672	8,294	6,737	12,010	1,157	1,022	9,096	8,662	13,373
	PEACHES & NCTRNS	6,541	6,096	11,188	11,296	57,455	7,746	8,032	11,971	13,206	53,525
	PEARS	5,872	4,761	70,943	77,891	95,373	3,466	2,921	37,900	44,794	52,848
	STRAWBERRIES	8,992	8,121	24,526	24,312	37,958	9,853	11,862	37,724	44,761	64,164
	OTHER NON-CITRUS	7,156	5,262	61,406	33,898	164,583	6,427	5,480	54,697	35,371	151,552
	Subtotal:-----	74,707	59,917	601,771	591,111	1,076,662	76,926	65,354	439,842	482,785	877,821
CND/PREP FRUIT	MT										
	CHERRIES TRT CND	659	749	4,590	5,560	8,981	1,268	1,244	7,025	8,765	13,715
	FRUIT MIXTURES	2,059	3,362	14,220	20,189	22,103	2,257	3,071	15,188	20,253	23,136
	MARACHINO CHRY	278	228	1,532	1,436	2,451	380	392	2,503	2,568	4,022
	PEACHES CANNED	1,614	2,421	9,382	12,352	15,678	1,500	2,437	9,366	12,038	14,640
	PINEAPPLE CANNED	696	611	3,957	4,906	6,570	610	568	3,374	4,135	5,511
	FRT PREP/PRES	4,769	5,192	30,390	35,362	44,170	4,730	5,229	32,426	38,573	48,331
	OTHER CANNED FR	2,195	3,007	13,661	16,460	19,861	1,815	2,940	14,575	17,509	21,031
	Subtotal:-----	12,273	15,573	77,735	96,268	119,817	12,562	15,883	84,459	103,843	130,388
DRIED FRUIT	MT										
	PRUNES, DRIED	5,574	6,838	52,328	70,084	75,365	9,531	8,658	83,232	86,910	119,344
	RAISINS, DRIED	7,852	9,427	67,943	89,139	108,038	12,877	12,756	108,144	118,324	169,285
	OTHER DRIED FRUIT	1,225	1,758	11,140	15,259	16,135	2,851	3,573	25,323	31,347	36,411
	Subtotal:-----	14,652	18,025	131,413	174,484	199,539	25,260	24,988	216,698	236,581	325,039
FROZEN FRUIT	MT										
	BLUEBERRIES, FZN	225	3,014	3,676	15,159	11,094	313	1,816	3,186	9,189	8,102
	STRAWBERRIES, FZN	1,069	1,215	6,193	8,024	14,530	1,878	1,248	7,527	9,306	18,253
	OTHER FZN FRUIT	574	787	5,406	6,055	9,349	855	1,328	6,920	8,216	12,722
	Subtotal:-----	1,869	5,016	15,276	29,239	34,974	3,047	4,394	17,634	26,710	39,078
FRT&VEG JUICE (SSE)	KL										
	GRAPEFRUIT JU CNC	4,160	4,461	21,986	21,689	34,730	2,950	2,990	16,746	13,868	25,224
	ORANGE JU NT CNC	4,011	4,044	22,491	26,185	36,512	3,874	3,376	17,880	23,836	31,518
	ORANGE JUICE CNC	25,406	27,375	163,875	201,343	288,123	11,570	11,293	91,101	87,014	145,526
	OTHER JUICES	25,696	32,507	175,722	203,397	279,710	15,065	18,880	109,190	115,807	166,902
	Subtotal:-----	59,274	68,390	384,074	452,614	639,078	33,460	36,541	234,918	240,525	369,172
VEGETABLES FR	MT										
	ASPARAGUS, FR, CHL	3,464	3,297	15,505	14,573	17,760	6,565	6,991	41,515	42,139	45,910
	LETTUCE, FR, CH.	22,022	29,499	157,603	224,878	221,017	10,973	17,423	82,498	105,126	107,827
	ONIONS, FR	8,273	8,373	85,864	111,967	125,229	3,599	4,673	29,720	38,915	40,922
	TOMATOES, FR, CH.	15,362	11,129	73,811	91,041	121,035	7,848	14,075	60,955	74,008	86,697
	OTHER VEG, FR.	95,877	119,100	536,545	590,591	769,272	45,635	62,497	288,080	348,042	410,135
	Subtotal:-----	145,000	171,399	869,331	1,033,053	1,254,315	74,623	105,661	502,770	608,232	691,492
VEGETABLES CANNED	MT										
	CATSUP & CHILI SA	1,039	1,592	10,172	10,507	15,020	876	1,407	7,873	8,606	11,528
	SWEET CORN CANNED	12,774	12,957	90,837	88,579	130,670	9,148	10,378	70,619	71,687	100,396
	TOMATO PASTE	1,306	3,494	16,812	38,937	23,837	1,364	3,430	17,993	39,749	25,321
	TOMATO SAUCE	1,498	2,600	18,759	19,641	28,082	1,251	2,365	15,698	18,727	23,835
	OTHER CANNED VEG.	12,191	14,808	90,345	103,985	132,953	15,847	19,113	114,633	131,249	170,462
	Subtotal:-----	28,810	35,453	226,927	261,651	330,563	28,487	36,695	226,817	270,020	331,544
FROZEN VEGETABLES	MT										
	FROZEN FRENCH FRY	18,068	14,467	115,649	105,409	175,398	12,618	10,415	80,132	77,693	122,132
	FZN SWT CORN	4,220	3,972	37,970	38,343	58,370	3,633	3,391	30,402	31,987	46,700
	OTHER POT. FZN	1,214	1,136	10,676	10,893	16,772	1,261	1,159	10,186	10,713	17,120
	OTHER FZN VEG	5,211	5,714	41,232	40,818	57,459	5,450	5,855	39,335	39,295	56,612
	Subtotal:-----	28,715	25,290	205,527	195,465	308,000	22,964	20,822	160,057	159,691	242,565
DEHYD VEGETABLES	MT										
	GARLIC DEHY	428	563	4,498	5,109	7,193	1,075	1,391	11,189	11,691	17,308
	ONIONS DEHY	1,578	2,034	14,206	15,442	21,484	3,422	4,722	29,854	35,803	46,248
	POTATO DEHYD	1,846	3,545	18,073	21,972	23,443	2,871	3,558	25,723	23,753	33,825
	OTHER DEHY VEG.	2,146	2,515	17,808	20,510	28,337	3,275	3,482	26,394	26,375	39,406
	Subtotal:-----	5,998	8,657	54,585	63,034	80,458	10,645	13,154	93,163	97,625	136,788
TREE NUTS	MT										
	ALMND SH/PRP	14,027	8,693	105,919	122,575	162,925	44,303	25,824	343,006	346,424	513,701
	ALMONDS, UNSHLD	275	657	5,239	9,910	6,892	714	1,713	14,343	19,246	18,102
	PISTACHIO, UNSHLD	237	407	1,996	3,698	2,659	849	1,188	8,285	11,649	11,195
	WALNUTS, SHLD	686	1,034	9,845	9,354	12,849	2,228	3,326	26,739	31,284	36,677
	WALNUTS, UNSHLD	220	177	50,201	44,640	55,665	514	376	84,152	80,112	94,115
	OTHER NUTS	2,378	2,911	24,563	31,354	35,629	6,655	8,198	61,665	84,951	93,371
	Subtotal:-----	17,826	13,883	197,767	221,533	276,622	55,266	40,628	538,194	573,666	767,165
NURSERY PRODUCTS	NONE										
	CUT FLOWERS						2,930	2,567	15,707	15,964	22,439
	OTHER NURSERY						18,891	17,762	118,216	123,675	155,652
	Subtotal:-----						21,821	20,330	133,922	139,639	178,090
HOPS & PRODUCTS	MT										
	HOP EXTRACT	275	238	2,098	1,712	3,069	2,810	3,544	23,272	24,749	36,613
	HOP PELLETS	358	525	5,327	3,866	7,835	1,072	3,027	23,905	20,700	34,029
	HOPS, NSFP	74	223	1,679	732	2,093	397	992	7,853	4,492	10,066
	Subtotal:-----	708	988	9,104	6,312	12,998	4,280	7,563	55,031	49,943	80,708
WINE	KL										
	GRAPE WINES	7,667	11,060	52,707	66,877	85,546	9,425	12,896	69,088	85,074	112,909
	OTHER WINE PRODUCT	540	2,602	4,504	9,854	11,323	514	1,474	3,427	5,299	6,818
	Subtotal:-----	8,208	13,664	57,212	76,731	96,869	9,938	14,372	72,515	90,373	119,728
Grand Total:						450,129 467,603 3,180,860 3,537,110 4,837,278					

NOTE: KIWI FRUIT EXPORTS TO CANADA FOR 1989 ARE NOT INCLUDED IN KIWI FRUIT FIGURES, BUT ARE INCLUDED IN TOTALS.

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR
MAY 91

NAME		QUANTITY				VALUE (1,000 DOLLARS)					
GROUP	COMMODITY	CURR MO LAST YR	CURR MO CURR YR	YR TODATE LAST YR	YR TODATE CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FRESH FRUIT	MT										
	APPLES	17,056	24,956	78,483	92,065	102,414	6,270	10,996	30,323	35,840	39,335
	AVOCADO	11	12	4,712	9,772	8,864	14	14	4,318	14,157	9,497
	BANANA	298,023	284,269	2,055,610	2,110,106	3,065,977	85,417	82,397	584,542	599,807	867,100
	CANTELOUPE	36,458	34,545	215,404	239,712	229,300	13,943	12,729	69,183	75,875	73,097
	GRAPE	15,457	11,333	345,623	303,705	368,240	10,290	15,094	261,135	218,706	276,575
	KIWI FRUIT	4,415	5,067	4,974	9,913	30,260	5,761	6,193	6,497	10,954	45,100
	MANGO	12,444	16,922	23,613	36,725	58,848	12,929	12,965	23,748	30,819	58,180
	PEACH	28	23	48,131	49,377	51,257	18	56	31,280	32,880	33,453
	PEAR	6,252	10,080	39,649	43,433	41,287	3,256	7,512	21,354	25,411	23,176
	PINEAPPLE	11,983	12,220	73,370	72,666	113,295	4,738	3,990	29,822	25,251	44,880
	RASPBERRY	53	46	1,358	951	6,437	174	128	3,513	1,859	8,691
	STRAWBERRY	1,819	1,858	13,691	12,896	14,083	626	1,473	16,564	18,664	16,685
	OTHER MELON	11,118	15,761	89,268	108,985	92,029	3,530	5,900	26,064	38,933	27,065
	OTHER FRUIT	53,985	60,435	296,430	355,774	387,625	12,042	19,931	89,464	134,125	118,179
	Subtotal:-----	469,108	477,533	3,290,321	3,446,085	4,569,921	159,013	179,384	1,197,815	1,263,286	1,641,020
DRIED FRUIT	MT										
	DATE	702	558	8,339	4,897	9,312	426	576	7,878	4,780	8,721
	DRD APRICOT	609	240	6,614	4,286	8,431	1,021	619	12,120	11,240	15,876
	DRD FIG & PASTE	565	363	5,743	7,057	6,150	522	369	6,715	7,003	7,303
	RAISIN	489	884	6,313	6,604	9,906	509	818	6,250	5,600	9,425
	OTHER DRD FRUIT	424	637	6,800	7,964	10,266	604	1,063	8,941	8,076	13,671
	Subtotal:-----	2,791	2,685	33,812	30,810	44,067	3,084	3,447	41,906	36,701	54,997
FROZEN FRUIT	MT										
	FZN RASP	261	180	1,812	2,288	3,239	300	209	2,137	3,042	3,326
	FZN STR	2,880	3,467	18,315	17,514	21,533	3,759	3,989	23,708	20,990	28,306
	OTHER FZN FRUIT	2,171	1,731	12,808	11,871	17,979	2,660	1,707	15,682	12,272	21,412
	Subtotal:-----	5,313	5,380	32,936	31,674	42,752	6,720	5,907	41,528	36,306	53,044
CND/PREP FRUIT	MT										
	CANNED PEACH	2,889	1,168	28,067	8,112	34,973	1,954	760	18,097	4,815	22,050
	CANNED PEAR	202	16	1,111	383	1,286	137	17	680	288	805
	CANNED PINEAP	23,031	25,323	177,184	180,669	278,727	14,680	16,755	102,774	115,947	164,891
	MIXED FRUIT	838	231	5,032	1,766	6,210	862	212	4,785	1,709	6,028
	PREP/PRES FRUIT	14,958	15,995	114,201	115,985	181,267	22,669	25,314	167,822	185,425	270,559
	OTHER CND FRUIT	10,480	10,539	85,896	82,363	120,535	15,842	17,208	131,641	129,221	186,570
	Subtotal:-----	52,401	53,273	411,493	389,279	623,000	56,146	60,269	425,802	437,409	650,904
FRT&VEG JUICE (SSE)	KL										
	APPLEPEAR JU	88,835	139,535	488,541	720,180	813,804	15,886	38,959	99,171	171,421	156,539
	FCOJ	167,841	104,637	1,290,461	792,929	1,811,601	67,360	21,095	417,036	193,353	625,158
	GRAPE JU	8,589	6,275	51,724	65,990	98,571	2,190	1,394	12,416	15,590	23,054
	PINAP JU	27,487	28,136	198,662	243,095	318,981	6,424	6,945	39,991	59,545	68,144
	OTHER FRUIT JU	19,947	18,584	250,146	89,308	337,240	7,245	4,943	80,518	31,220	111,870
	Subtotal:-----	312,700	297,169	2,279,537	1,911,504	3,380,199	99,106	73,339	649,135	471,131	984,768
VEGETABLES FR	MT										
	ASPARAGUS	3	3	15,215	20,222	18,840	8	8	23,341	28,680	27,037
	BEAN	182	268	12,067	10,979	12,524	138	208	15,990	10,237	16,290
	BELL PEPPER	3,363	3,892	92,637	83,431	101,009	5,230	11,028	112,681	80,801	124,732
	CARROT	3,116	3,652	48,905	43,820	59,633	474	908	9,579	12,950	11,704
	CHILI PEPPER	2,866	3,272	21,214	21,602	34,478	2,892	7,277	24,832	25,550	31,333
	CUCUMBER	6,890	5,726	180,955	161,405	189,141	2,712	3,504	71,865	71,747	75,720
	EGGPLANT	633	943	14,127	19,142	14,523	514	933	16,818	12,684	17,026
	GARLIC	2,549	3,717	12,190	11,997	19,848	2,107	4,668	13,284	14,530	19,105
	LETTUCE	11	266	10,833	9,115	14,297	18	121	4,241	4,333	5,336
	ONION	16,261	19,594	155,270	184,737	174,167	7,120	10,615	58,190	86,330	69,185
	POTATO, INCL SD	27,614	23,148	268,745	287,317	305,026	6,751	3,892	62,086	49,488	70,357
	SQUASH	3,554	4,729	76,435	72,243	78,593	1,304	2,669	42,394	46,349	43,022
	TOMATO	13,626	23,268	328,337	306,897	387,261	6,833	31,631	367,606	216,725	391,250
	OTHER FRG VEG	15,654	16,696	220,764	179,714	284,779	9,802	15,096	121,337	113,800	152,548
	Subtotal:-----	96,329	109,183	1,457,700	1,412,627	1,694,126	45,910	92,564	944,252	774,211	1,054,652
VEG CANNED/DEHYD	MT										
	CND ARTICHOKE	801	783	8,370	10,098	13,002	1,400	1,182	16,048	17,772	24,177
	CND MSHROOMS	5,216	4,788	30,790	32,684	45,392	13,287	11,054	79,312	79,331	115,374
	CND PIMIENTO	1,780	443	6,820	5,632	9,938	901	797	8,273	9,416	12,580
	CND TOM	1,343	948	22,777	2,610	25,831	497	844	12,242	3,366	13,828
	TOM PASTE	18,029	12,910	54,653	31,255	70,619	15,526	8,880	47,228	21,814	59,999
	TOM SAUCE	1,346	1,046	7,608	9,151	13,609	726	497	4,408	5,761	7,497
	DEHYD VEGETABLES	12,886	1,783	73,458	56,307	105,210	14,574	11,375	92,575	79,583	132,298
	OTHER CND VEG	15,462	11,354	126,445	111,542	179,952	14,315	11,166	115,454	106,518	164,798
	Subtotal:-----	55,866	40,059	330,925	264,282	463,556	61,576	45,451	375,545	323,564	530,554
VEGETABLES FZN	MT										
	BROCCOLI FZN	10,161	8,214	81,372	78,603	113,856	6,400	5,390	54,445	51,815	75,692
	CAULIFLOR FZN	278	243	22,248	22,687	27,857	217	170	15,587	17,185	19,700
	OKRA FZN	286	838	2,096	3,597	4,077	137	504	1,033	1,861	2,150
	POTATO FZN	6,708	8,833	37,426	49,607	58,042	4,009	4,652	21,010	26,882	32,575
	OTHER VEG FZN	6,581	163,551	64,889	745,186	341,228	5,916	4,919	58,805	49,661	80,506
	Subtotal:-----	24,016	181,680	208,033	899,682	545,061	16,681	15,637	150,882	147,407	210,625
TREE NUTS	MT										
	BRAZILS TOT	2,656	782	5,766	5,123	11,924	2,853	980	10,718	9,872	19,615
	CASHEWS TOT	3,858	4,405	32,916	36,157	52,487	13,619	21,183	128,317	165,244	210,321
	FILBERTS TOT	294	215	2,488	3,753	3,523	766	672	6,236	11,113	9,155
	PISTACHIOS TOT	32	1	1,595	582	2,062	124	4	6,293	1,690	7,637
	OTHER NUTS	4,088	5,829	54,523	64,231	79,069	4,428	8,232	69,471	108,460	107,149
	Subtotal:-----	10,929	11,233	97,291	109,848	149,068	21,792	31,073	221,037	296,382	353,879
NURSERY PRODUCTS	NONE										
	CARNATIONS						6,474	9,812	51,731	55,729	68,201
	ROSES						10,187	11,283	61,225	73,845	83,926
	OTHER CUT FLRS						16,796	14,626	113,027	109,799	157,270
	OTH NURS PROD						3,845	3,927	84,866	94,083	135,975
	Subtotal:-----						37,304	39,650	310,851	333,458	445,374
HOPS & PRODUCTS	MT										
	HOPS & PELLETS	273	452	6,524	7,604	6,700	998	1,479	27,796	26,116	28,373
	OTHER HOP PRODS	0	12	1,118	1,296	1,119	0	64	6,885	9,363	6,886
	Subtotal:-----	273	464	7,643	8,901	7,819	998	1,544	34,681	35,479	35,260
WINE	KL										
	GRAPE WINES	20,307	18,571	185,987	160,119	263,508	73,834	75,218	633,419	646,764	912,741
	OTHER WN PROD	805	640	5,732	5,235	8,187	1,470	1,242	10,630	10,500	15,132
	Subtotal:-----	21,113	19,212	191,720	165,354	271,695	75,305	76,460	644,049	657,264	927,873
Grand Total:						583,643 624,730 5,037,489 4,812,604 6,942,955					

UPDATES

General Developments

--United States lifts import ban on South Africa. Effective October 3, 1986, the United States banned imports of all food and agricultural products from the Republic of South Africa. The ban was part of the 1986 Comprehensive Anti-Apartheid Act (CAAA). Sanctions under the CAAA did not directly affect U.S. agricultural exports to South Africa. However, some trade organizations in South Africa eliminated or reduced imports of U.S. agricultural products in retaliation for the import ban on their products. On July 11, 1991, President Bush signed an Executive Order which lifted the ban on U.S. imports of South African agricultural goods.

South Africa is an important producer and exporter of horticultural products, particularly fresh citrus, fresh deciduous fruit, canned fruit, and dried fruit. In 1989, South African exports of fresh citrus, deciduous fruit, canned fruit and dried fruit were valued \$495 million or 24 percent of total South African agricultural exports.

Exports to the United States of several South African commodities could return to levels achieved before imposition of sanctions. During calendar year 1985, the last complete year before sanctions, the top U.S. imports of horticultural products from South Africa included apple juice, fresh apples, canned deciduous fruit and canned pineapples. In 1985, 30 percent of South African exports of apple juice, 25 percent of canned pineapple, 12 percent of canned peaches, 17 percent of canned pears and 8 percent of apples went to the United States. (See tables below.)

South Africa has not been a major market for U.S. horticultural products. U.S. horticultural exports to South Africa totaled \$3.98 million in calendar year 1990. Tree nuts and processed vegetables were the leading commodities. (Joani Dong, 202-447-4620)

U.S. IMPORTS OF SELECTED HORTICULTURAL PRODUCTS FROM SOUTH AFRICA CALENDAR YEAR 1985

	Total S.African Exports (Metric Tons)	US Imports from S.Africa (Metric Tons)	S.African Share of Imports (Percent)	S.African Share of Exports (Percent)
Apple Juice*	10,000	2,984	19	30
Canned Pineapple	51,454	13,014	5	25
Canned Peaches	50,495	6,146	20	12
Canned Pears	27,186	4,538	25	17
Apples	197,972	15,459	12	8

*Note: Measures are in 70/71 degrees brix.

SOURCE: Attache reports and U.S. Department of Commerce, Bureau of the Census.

U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO SOUTH AFRICA,
CY 1981, 1985 and 1990 (QUANTITY AS SHOWN)

Commodity		1981	1985	1990	1981	1985	1990
		=====			=====		
		(Quantity)			(\$1,000)		

Fruit, Frozen	MT	120	85	0	272	114	0
Fruit, Processed	MT	224	28	64	343	34	77
Dried Fruits	MT	1,127	86	50	1,242	112	61
Fruit and Vegetable Juices	KL	169	63	7	142	34	5
Fresh Vegetables Exc. Potatoes	MT	0	0	233	1	1	300
Vegetables, Prepared/Preserved	MT	180	38	241	191	28	736
Vegetables, Frozen	MT	579	0	6	236	0	13
Vegetables, Dried/Dehydrated	MT	387	155	307	682	373	505
Edible Tree Nuts	MT	571	596	504	2,643	1,898	1,725
Wine and Wine Products	KL	263	0	0	247	0	0
Hops	MT	115	87	36	3,173	223	187
Nursery Prod. Exc. Cut Flowers	MIXED				175	10	19
Other					90	1	52

Total Country					9,436	2,828	3,679
=====							

SOURCE: U.S. Department of Commerce, Bureau of the Census.

--The market for imported fruit and other horticultural products is growing in Costa Rica. The value of imports from the United States for horticultural products including fresh fruit, wine, and processed fruit and vegetable products was up 56 percent in 1990. Imports are expected to continue to increase, especially if the country signs a third Structural Adjustment Loan agreement with the World Bank. This will result in their commitment to lower tariffs and taxes on imported products.

Companies interested in exporting to Costa Rica should be aware that all imported food must have labels in Spanish. Sticker is allowed, and weights and measures for packaged products must be metric. Fresh fruit and vegetables must have a phytosanitary certificate.

COSTA RICAN IMPORTS OF SELECTED HORTICULTURAL PRODUCTS
1989 AND 1990 (VALUE IN U.S.\$ 1,000)

Item	1989		1990		% increase for U.S.
	World	U.S.	World	U.S.	
Fresh fruit	3,297.8	2,091.0	4,123.9	2,962.7	42%
Beer	249.7	172.1	763.2	582.3	238%
Prep/pres vegetables	3,033.7	84.0	2,016.6	151.2	80%
Wine	1,266.0	79.8	3,893.3	109.5	37%
Nuts	150.3	98.8	112.7	102.5	4%
Fruit, prep/frozen	85.4	24.9	126.9	87.8	252%
Soft drinks	61.6	29.5	85.2	57.4	95%
Soups and mixes	6,086.8	29.2	5,965.8	28.5	-2%
Total selected products	14,231.3	2,609.3	17,087.6	4,081.9	56%

Citrus

--On July 23, USDA lifted import restrictions on citrus fruit from Mexico imposed under citrus canker regulations. The restrictions had been instituted in 1983 because it was believed that key limes and other citrus fruit from Mexico might be infected with a form of citrus canker. The recent suspension of restrictions follows a determination that citrus canker is not present in Mexico. The action affects key limes as well as all citrus fruit produced in areas of Mexico that had been considered infested with citrus canker. Decontamination requirements for citrus canker and special packing requirements for citrus have also been removed. However, regulations to keep out exotic flies remain in effect. Depending upon its origin within Mexico, citrus (other than limes) must be treated for fruit flies in order to be imported into the United States. In addition, all imported agricultural products will be inspected to ensure they are free from pests and prohibited contaminants.

Fresh Non-Citrus

--Canada imposes a "snapback" duty on U.S. fresh peaches. On July 25, 1991, following consultations with the United States, Canada implemented a temporary duty on fresh U.S. peaches entering the central region of Canada (Quebec and that part of Ontario east of Thunder Bay). This temporary duty increased the seasonal tariff on peaches for fresh use from 4.41 cents/kilogram (kg) to 6.61 cents/kg and increased the minimum tariff of 8.7 percent ad valorem to 12.5 percent.

This action was precipitated by unusually low prices of peaches imported into Canada for each of five consecutive working days from July 11 to July 17. Canada is required to remove the snapback duty as soon as import prices are above a benchmark price for a period of five consecutive working days. In any case, Canada does not plan to extend the snapback duty beyond October 14, 1991, which is when the seasonal tariff on peaches for fresh use expires.

1989 data from Agriculture Canada indicate that California, New Jersey, North and South Carolina, and Georgia provide most of central Canada's fresh peach imports from the United States. The majority of these imports are for fresh use, not processing.

Under the U.S.-Canada Free Trade Agreement (FTA), implemented in 1989, tariffs on commodities traded between the two countries are being phased out over 10 years. However, article 702 of the Agreement gives both countries the right for 20 years to apply temporarily the full pre-FTA Agreement duty on imported fresh fruits or vegetables entering under certain price and acreage conditions.

So far, the United States has not used the snapback provision. Canada implemented it once before on May 4, 1990, for fresh asparagus entering the regions of western and central Canada. The duty was lifted on May 16, 1990, after prices met article 702 criteria. The May 1990 Horticultural Products Review provided details of the asparagus snapback and the special provisions of the snapback mechanism.

- French apple and pear trade estimates are revised. Estimates for 1990/91 apple imports have been lowered 12 percent to 105,000 tons, down 3 percent from 1989/90. Apple exports have been revised upwards 5 percent to 710,000 tons, 9 percent larger than in 1989/90. Apple exports for 1990/91 are estimated to be the largest since 1981/82, down marginally from the 714,600 tons shipped in 1980/81. Pear import estimates for 1990/91 have been reduced 2 percent to 83,500 tons, up marginally from the previous season. Pear exports have increased 1 percent to 89,000 tons, 3 percent less than the previous year.

- The estimate for the 1991 Argentine grape harvest is reduced. Due to adverse weather conditions, the 1991 grape harvest estimate is off by an estimated 30 to 35 percent from the estimated 2.6 million tons produced in 1990. As a result, concentrated must and grape juice production is forecast at 5.0 million hectoliters compared to 15.3 million hectoliters in 1990. Approximately 90 percent of total grape production is in the provinces of Mendoza and San Juan. Southern Mendoza was the area hardest hit by the adverse weather.

- Mexico suspends import license requirement for peaches and nectarines. For the periods August-October in both 1989 and 1990, the Government of Mexico required import licenses for peaches and nectarines. During the rest of the year, imports did not require a permit. On July 1, 1991, the import license authorization expired and the Government did not renew the seasonal import license requirement. The import duty for peaches and nectarines remains at 20 percent.

- The 1990/91 Chilean fruit export season is nearly over; kiwi exports increased fastest of all products. Chilean fruit producers and exporters experienced a normal year of exports. In contrast, fruit exports and farmer income during the previous two years were disrupted by the cyanide scare, medfly outbreaks, transportation scheduling problems, supply imbalances, quality problems, depressed prices, and other problems.

The establishment of Chile's minimum export quality program and increased exports to European ports helped to ensure a normal export season. Favorable prices received in U.S. markets convinced producers of the usefulness of the minimum export quality programs. While grape prices were down somewhat, peach and nectarine prices were stable, and apple prices were up. Producers and exporters plan to expand the program's scope for next year. Reportedly, avocados will be added to the program and other fruits are being considered.

The minimum export quality program was applied to table grapes, kiwis, apples, and stone fruit to the United States, as well as kiwis and apples to Europe.

Chile has decreased its reliance upon the U.S. market for its exports. Exports to Europe for 1990/91 increased over 15.0 million boxes to 55.0 million boxes. Exports to the United States were only 53.0 million boxes in 1990/91 compared to 58.0 million boxes in 1989/90. Total fruit exports

increased from 113.0 million boxes in 1989/90 to 124.0 million boxes for the period September 1, 1990 to July 4, 1991. Table grapes accounted for most of the increase in exports to Europe. Given the existing minimum quality export standards for the United States, some table grapes were shipped to Europe where the program was not applied to table grapes. In addition, Europe provided high prices and positive returns to Chilean exporters. The opening of East European markets increased the demand for fresh fruit. However, for the near future, exporters do not believe that Eastern Europe has the necessary resources to maintain a high demand for imported fresh fruit.

Kiwifruit exports increased over 50 percent, totaling over 11.0 million boxes. A little over 10.0 million boxes were shipped to Europe. The U.S. was the second largest market at 800,000 boxes. Some additional quantities of kiwifruit are likely to be exported in July and August.

Table grape exports actually declined from last year's 63.0 million boxes to almost 60.0 million during 1990/91, because of the minimum export quality program and the abnormal weather experienced in both the northern and southern production regions. The United States remained the major destination for table grapes, receiving 35.8 million boxes. Europe was the second largest market taking nearly 20.0 million boxes.

Total apple exports increased over 20 percent from 15.9 million boxes to 19.5 million boxes. Red apple exports totaled 11.2 million boxes. Exports to Europe exceeded 13.0 million boxes, divided equally between red and green varieties. Exports to the U.S. were nearly 1.4 million boxes, almost entirely green Granny Smith apples. Exports to the Middle East surpassed 3.0 million boxes while exports to Latin America were nearly 1.5 million boxes. Red apple exports are mainly Red Delicious varieties. Green apples are nearly all Granny Smith.

Avocado exports increased over 175 percent to nearly 908,000 boxes. Almost 870,000 boxes were shipped to the United States. The protocol established to authorize the export of Asian Pears to the United States permitted exports to increase over 2,000 percent to nearly 320,000 boxes. The United States received 231,000 boxes.

Overall, fruit producers were reportedly very pleased with international market prices and the returns they received. Some producers state that returns were 20 percent above last year's levels. General returns to producers are estimated to have improved 10-15 percent.

Other Processed Fruit

--Chinese canned pear exports were down in 1990. Exports were off 25 percent in volume, and 24 percent in value in calendar year 1990. The price paid to growers for pears also was down to about \$200 or \$255 per metric ton, depending on the exchange rate used. China's official exchange rate was 4.71 Renmimbi (RMB) = \$1.00, and the sanctioned swap market rate was 5.8 to 6.0 RMB = \$1.00. Increased international competition and poor packaging are two major reasons for the declines. Low prices may also be the result of booming deciduous fruit production.

While China officially ended export subsidies at the national level in January 1991, indirect subsidies may still occur. Loans, which are rarely repaid, are still given to trading companies by the national government to make up for losses incurred in exporting. From the cost of production and export information available, it appears that some direct or indirect subsidies were still being applied.

China exported the most canned pears to Germany, with over 1,918 tons, followed by Sweden (848 tons), Denmark (808 tons), Canada (678 tons), the Netherlands (666 tons) and Australia (609 tons). Unit value of exports for these countries ranged from \$550 per ton for Denmark to \$676 per ton for Australia.

Dried Fruit and Tree Nuts

--European Community (EC) imports of raisins and prunes were up in 1990. EC imports of raisins (dried grapes other than currants) increased to 259,868 tons in calendar year 1990, up 11 percent over 1989. (These figures include imports from other non-producing member states, which transshipped raisins from producing countries.) Turkey continues to be the major supplier, at 89,189 tons, up 4 percent. Imports from Greece, the only major EC supplier, were up substantially in 1990 despite last year's drought. This was due mostly to larger shipments to Ireland. The United States was the Community's second largest outside supplier, at 49,211 tons, up 19 percent from 1989. The United Kingdom is by far the largest importer of raisins, buying 92,224 tons in 1990, followed by Germany (64,685 tons), the Netherlands (34,434 tons) and France (20,123 tons).

Prune imports were up 7 percent in 1990 to 49,998 tons. The United States continued to supply the lion's share of imports, at 34,244 tons, up 23 percent from 1989. France is the only major Community supplier, and imports from France were down substantially to only 6,677 tons, because of last year's poor crop. Germany is the largest EC importer, at 12,999 tons, followed by Italy (11,458 tons), and France (6,505 tons). For detailed information on EC imports of raisins and prunes, see table on page 32.

--The European Community increased production aid for dried figs and prunes. In July 1991, the European Community (EC) increased the production aid for dried figs in 1991/92 to ECU 29.89 per 100 kilograms (about 16¢ per pound), from European Currency Unit (ECU) 26.645 per 100 kilograms in 1990/91. Producer prices remained the same in ECU terms, at ECU 67.535 per 100 kilograms (about 36¢ per pound).

At the same time, the EC increased the production aid for dried prunes in 1991/92 to ECU 66.357 per 100 kilograms (about 36¢ per pound), from ECU 62.24 per 100 kilograms in 1990/91. Producer prices for all countries except Spain remained the same in ECU terms, at ECU 158.43 per 100 kilograms (about 86¢ per pound). For Spain, the production aid went from ECU 52.206 per 100 kilograms to ECU 61.34 per 100 kilograms, and the producer price increased from ECU 147.84 per 100 kilograms to ECU 153.122 per 100 kilograms.

--The EC changes maximum allowable aid for Tree Nut Program. On July 15, 1991 the EC Council changed the level of aid for participants in the EC Tree Nut Program. Previously, a maximum of ECU 300 per hectare (about \$150 per acre) per year was allowed for program acreage. The new regulation allows a maximum of ECU 475 per hectare (about \$240 per acre) per year for grubbing and replanting operations, and just ECU 200 per hectare (about \$100 per acre) per year for all other approved program activities, such as cooperative development and enhancing marketing mechanisms.

The program's original goal was to increase the competitiveness of the tree nut producers in Europe through conversion of orchards to improved varieties and enhancement of marketing and distribution systems. As the program progressed, it became clear that the majority of funds in the program was going toward marketing activities rather than much needed varietal conversions. In the Spanish and Italian almond industries, a large percentage of production consists of mixed varieties, which are not competitive with variety-specific California almonds. Therefore, the EC Commission placed this new regulation into effect to encourage more varietal conversion to increase long-term competitiveness.

--U.S. pistachio exports thus far in 1990/91 have more than doubled over the same period last year. Export sales of pistachios between October 1990 and May 1991 are valued at \$28.4 million, 105 percent ahead of the same period last year. Volume has expanded by an even greater margin, with 7,641 tons exported in October-May compared to 3,078 tons during the same period last year. The increase is the result of last fall's record crop in California coupled with expanded world-wide demand. Many new markets have been appearing for U.S. pistachios.

U.S. EXPORTS OF PISTACHIOS
(VALUE IN \$1,000)

Destination	Oct. 1989-May 1990	Oct. 1990-May 1991
Hong Kong	2,652	7,361
Japan	3,065	4,213
Germany	-0-	4,136
Taiwan	2,035	4,083
Canada ¹	1,620	3,468

¹U.S. exports to Canada for October to December 1989 are undercounted.

Source: U.S. Bureau of the Census.

Vegetables

--Belgian exports of fresh peppers to the United States increased greatly in 1990. In 1990, Belgian exports of the category, "mild pimentos or peppers," increased 90 percent over 1989 to reach 2,052 metric tons. Of the 316 tons sent to the United States, one fourth consisted of re-exports of Dutch origin. Most of these exports arrive in the United States between May and November.

The growth in Belgian pepper exports reflects increases in Belgian green pepper production over the last few years. Production, which increased from 120 tons in 1986 to 5,000 tons in 1990, is expected to continue growing over the next two years and then stabilize. All of this production is for the fresh market. (Based on a report from the Agricultural Attache, Belgium.)

--The European Community revised production quotas, producer prices, and production subsidies for tomatoes for processing. In early July 1991, the EC revised producer prices for tomatoes for processing and the production subsidy for processed tomato products. As part of the accession of Portugal and Spain to the EC, producer prices in these two countries increased between 7 and 9 percent in ECU terms for 1991/92, depending on the intended use. For Spain and Portugal, the production subsidy increased between 11 and 16 percent in ECU terms. For France, Greece, and Italy, producer prices were unchanged in ECU terms. The production subsidy, however, decreased by about 1 percent in ECU terms.

In national currency terms, variations in the "green rate" allowed for some additional minor price and aid changes in terms of national currency. The production quota for EC member states for tomatoes for processing for 1991/92 is shown below.

EC QUOTAS FOR PROCESSED TOMATO PRODUCTS
QUANTITIES OF RAW MATERIAL USAGE
1991/92
(METRIC TONS)

COUNTRY	TOMATO PASTE ¹	WHOLE PEELED ²	OTHER TOMATO PRODUCTS	TOTAL
Portugal	832,945	19,600	42,192	894,737
Spain	550,000	240,000	177,050	967,050
France	278,691	73,628	40,087	392,406
Greece	967,003	25,000	21,593	1,013,596
Italy	1,655,000	1,185,000	453,998	3,293,998
Total EC	4,283,639	1,543,228	734,920	6,561,787

¹ Conversion rate for paste: 5.5-6.0 raw product to 1.

² Conversion rate of whole peeled: 1.2-1.5 raw product to 1.

ORANGE JUICE SITUATION

Orange juice production for 1990/91 in selected countries is estimated at 1.62 million metric tons (65 degrees brix), up from 1.58 million in 1989/90. A sharp increase in U.S. production more than offset decreases in Brazil, Israel, Italy, Mexico, Greece, Morocco, and South Africa. However, the U.S. production estimate has been reduced compared with the April forecast (see April 1991 Horticultural Products Review) due to a reduction in the Florida orange crop and lower juice yields.

Total orange juice exports in 1990/91 in selected countries are forecast at 1.03 million tons -- 6 percent below 1989/90 shipments. Israel, Brazil, Mexico, Morocco, and South Africa account for the reduction in exports. Some shift to fresh orange consumption and fresh orange exports due to low orange juice prices is the major reason for expected smaller shipments.

Outlook For Major Producers in Southern Hemisphere

Southern Hemisphere orange juice production for the 1991 1/ season is forecast at 846,347 metric tons, 6 percent below last season's output. Southern Hemisphere orange juice exports for the 1991 season are forecast at 831,246 tons or slightly below the previous season's shipments. Brazil accounts for nearly all of the decreases in production and exports.

Brazil is the world's largest orange juice producer, accounting for about 94 percent of current Southern Hemisphere orange juice output and nearly half of total world orange juice production. Brazil is also the world's largest orange juice exporter accounting for nearly 80 percent of total world shipments. The orange juice export forecast for the 1990 1/ season is maintained at 825,000 tons. However shipments will need to be strong in June to meet this export forecast. According to unofficial trade data from July 1990 to May 1991, Brazil exported about 727,000 tons (excluding shipments from the Northeast estimated at about 25,000 tons) of frozen concentrate orange juice (FCOJ). There have been no changes in Brazilian orange juice estimates since last reported. See June and July issues of Horticultural Products Review for details on Brazilian orange and orange juice situation.

Brazilian orange producers could receive higher prices because of the elimination of two export taxes on orange juice (effective June 26, 1991). The 1 percent export tax on orange and tangerine juice, established in 1983, was reduced to zero. This tax was applied to the Free On Board (FOB) value of the juice. The tax applied to the following: concentrate orange juice (2009.11.0100); non-concentrate orange juice (2009.11.0200); and tangerine juice (2009.30.0200). The additional 3.5 percent export tax on concentrated orange juice (2009.11.0111) destined for the U.S. market was also reduced to zero. This tax was established in 1985 in agreement with the United States to offset Brazilian subsidies received by the Brazilian FCOJ sector at that time. According to industry sources the two export taxes amounted to approximately US\$43.75 per metric ton of FCOJ exported at current prices. It is estimated

1/ The 1990 and 1991 Southern Hemisphere seasons correspond respectively to 1989/90 and 1990/91 in the tables in the statistical section. However for actual marketing year period, see footnotes on tables.

this reduction in export taxes could raise producer prices by US\$0.17 per box (40.8 kilos). Producers and processors are also lobbying the Sao Paulo State government to reduce or eliminate the state value added tax (ICMS) on orange juice, but thus far no change has been made.

Australian orange juice production is forecast to increase in the 1991 season due to a recovery in the orange crop. Australia is a net importer of orange juice. According to the Australian local content rule, fruit juice products sold in Australia must contain at least 25 percent Australian, New Zealand, or Papua New Guinean fruit juices in order to qualify for a concessional sales tax rate of ten percent. Otherwise the sales tax rate on fruit juices is 20 percent. The Government of Australia planned to phase out this local content rule for juices by July 1, 1991. However, industry pressure resulted in the Government of Australia extending the local content rule until such time as the newly established Three State/Commonwealth Advisory Group reports on the likely consequences of the proposed change. Nevertheless, relevant amendments to the Australian Food Standards Code, agreed to by the Government of Australia and State Governments, will mean that consumers will be able to distinguish between local and imported orange juice for the first time. This change will remove a long standing anomaly which allowed imported concentrate, which is packaged and reconstituted locally, to be labeled as a product of Australia.

South African orange juice production and exports are expected to decrease due to unfavorable orange juice prices and greater demand for fresh orange exports.

Argentine orange juice production and exports, on the other hand, are expected to increase somewhat based on a slightly larger orange harvest.

Revisions For Major Producers in Northern Hemisphere

Northern Hemisphere orange juice production for 1990/91 is forecast at 773,269 tons compared with 848,205 tons estimated in April. Since April (see April 1991 issue of Horticultural Products Review), production estimates for the United States, Israel, Mexico, Morocco, Italy, and Greece were reduced. Northern Hemisphere orange juice exports are forecast at 199,213 tons, 16 percent below the April forecast. Israel, Mexico, and Morocco account for most of the expected decrease in export volume.

Israeli orange juice production in 1990/91 is estimated at 29,536 metric tons, 39 percent below the April forecast and 54 percent below the previous season's output. The amount of oranges for processing was down sharply due to the smaller orange harvest. The orange crop was adversely impacted by dry weather, lower supplies of water for irrigation, and a shortage of labor for harvest. Some processing plants in Israel reportedly are having financial problems because of relatively low orange juice prices. Israeli exports are forecast down sharply due to reduced supplies. Israeli orange juice exports in 1990/91 are forecast at 35,074 tons, 31 percent below the April forecast and 47 percent below the previous season's shipments.

Mexican orange juice production in 1990/91 is estimated at 30,000 tons, 37 percent below the previous season's output. The amount of oranges for processing is forecast down sharply. Because of low international prices for orange juice, many growers sold oranges to the domestic fresh market or for fresh export where prices were more favorable. Orange juice exports consequently are forecast to decrease sharply.

Moroccan orange juice production in 1990/91 is estimated at 13,098 tons, 40 percent below the April forecast and 12 percent below the 1989/90 output. The amount of oranges for processing are estimated to decrease due to strong domestic demand and expanded exports of fresh oranges. The orange juice export forecast for 1990/91 was reduced from 20,000 to 12,000 tons based on expected lower supplies.

United States' orange juice production in 1990/91 is estimated at 625,000 tons, 4 percent below the April forecast but 35 percent above the 1989/90 output. Fewer oranges are expected to be processed than earlier anticipated due to a reduction in the Florida orange crop estimate. A higher fruit drop than earlier expected is the major reason for the smaller Florida crop. Also, the USDA 1990/91 yield forecast for all frozen concentrated orange juice for Florida was reduced from 1.48 to 1.45 gallons per box of 42 degrees brix (see April and July issues of Horticultural Products Review). There have been no changes in U.S. orange juice trade forecasts since last reported. However, orange juice imports to date are much lower than earlier expected as the recovery in consumption does not appear as strong as earlier anticipated. From December 1990 to May 1991, the United States imported 109,664 tons (based on Bureau of Census trade data converted from single strength basis to 65 degree brix) of orange juice compared with 205,796 tons imported during the same time period the previous season. Imports will have to increase sharply during the remainder of the marketing year for the 1990/91 import forecast to be reached. The orange juice consumption forecast was reduced based on the lower orange juice production estimate.

Revisions For Selected Importers

Japan's orange import forecast in 1990/91 was increased slightly based on expected continued strong domestic demand. Quota restrictions on imports of frozen concentrated orange juice will be lifted in accordance with the U.S.-Japan Beef and Citrus Agreement of 1988, beginning in Japanese fiscal year 1992, i.e. from April 1992. As stipulated in the Agreement, the Japanese government is expected to allocate quotas for 40,000 tons of frozen concentrated orange juice for Japanese fiscal year 1991 (April 1991 to March 1992). Of this amount, quotas for 25,000 tons have already been allocated. The remaining 15,000 tons are expected to be allocated this summer. However, if the quota is not sufficient to meet demand, the quota can be increased. While imports of bulk frozen concentrated orange juice can't be made freely until next year, quantitative restrictions on imports of consumer size (less than 4 liters) single strength orange juice and frozen concentrated orange juice were lifted on April 1 of this year.

TABLE 1
ORANGE JUICE: SUPPLY & UTILIZATION, MAJOR PRODUCING
COUNTRIES IN NORTHERN HEMISPHERE
(METRIC TONS, 65 DEGREES BRIX) 1/

Country/Year	2/	Begin. Stocks	Production	Imports	Exports	Consumption	Ending Stocks
<hr/>							
Greece	3/						
1985/86		1,634	5,085	363	2,052	3,214	1,816
1986/87		1,816	9,389	690	7,264	3,814	817
1987/88		817	5,012	5,938	5,448	4,722	1,597
1988/89		1,597	7,863	5,448	6,356	4,903	3,649
1989/90		3,649	12,431	5,938	10,896	5,630	5,492
1990/91	F	5,492	10,660	7,264	11,804	5,811	5,801
<hr/>							
Israel	4/ 5/						
1985/86		923	37,843	15,691	49,842	3,323	1,292
1986/87		1,292	53,903	11,076	62,764	2,584	923
1987/88		923	31,936	7,384	34,705	4,984	554
1988/89		554	35,628	7,384	35,443	4,430	3,693
1989/90		3,693	64,795	8,307	66,641	5,538	4,616
1990/91	F	4,616	29,536	7,384	35,074	5,538	924
<hr/>							
Italy	6/						
1985/86		0	33,858	1,531	12,558	14,313	8,518
1986/87		8,518	35,397	1,847	16,467	14,520	14,775
1987/88		14,775	22,316	2,155	11,543	15,390	12,313
1988/89		12,313	50,479	2,001	16,160	16,929	31,704
1989/90		31,704	52,326	2,049	22,162	18,516	45,401
1990/91	F	45,401	38,475	2,001	23,085	19,238	43,554
<hr/>							
Mexico	6/						
1985/86		0	28,448	0	25,604	2,844	0
1986/87		0	33,532	0	30,182	3,350	0
1987/88		0	37,718	450	37,000	1,168	0
1988/89		0	33,712	240	32,740	1,212	0
1989/90		0	47,500	250	46,000	1,750	0
1990/91	F	0	30,000	0	28,250	1,750	0
<hr/>							
Morocco	5/						
1985/86		5,713	11,200	0	8,546	1,067	7,300
1986/87		7,300	3,990	0	8,782	1,826	682
1987/88		682	21,788	0	15,682	3,141	3,647
1988/89		3,647	31,752	0	17,947	1,622	15,830
1989/90		15,830	14,942	0	22,041	2,478	6,253
1990/91	F	6,253	13,098	0	12,000	2,500	4,851

Continued on next page.

Spain 7/						
1985/86	2,000	15,000	5,000	10,000	6,000	6,000
1986/87	6,000	13,000	7,000	12,000	8,000	6,000
1987/88	6,000	15,000	10,000	16,000	12,000	3,000
1988/89	3,000	15,000	13,000	16,000	13,000	2,000
1989/90	2,000	18,000	14,000	18,000	15,000	1,000
1990/91 F	1,000	19,000	16,000	19,000	16,000	1,000
Turkey 5/						
1985/86	2,200	5,000	0	558	5,642	1,000
1986/87	1,000	7,500	0	1,431	5,069	2,000
1987/88	2,000	7,000	0	556	6,444	2,000
1988/89	2,000	7,400	0	2,370	6,030	1,000
1989/90	1,000	6,500	0	2,000	5,000	500
1990/91 F	500	7,500	0	2,500	5,000	500
United States 8/						
1985/86	192,232	486,843	388,490	50,191	863,596	153,778
1986/87	153,778	556,634	395,564	52,036	887,187	166,753
1987/88	166,753	647,240	292,805	64,017	870,046	172,735
1988/89	172,735	691,756	271,703	69,428	870,517	196,249
1989/90	196,249	463,566	350,050	63,990	774,330	171,545
1990/91 F	171,545	625,000	295,000	67,500	860,000	164,045
Total						
1985/86	204,702	623,277	411,075	159,351	899,999	179,704
1986/87	179,704	713,345	416,177	190,926	926,350	191,950
1987/88	191,950	788,010	318,732	184,951	917,895	195,846
1988/89	195,846	873,590	299,776	196,444	918,643	254,125
1989/90	254,125	680,060	380,594	251,730	828,242	234,807
1990/91 F	234,807	773,269	327,649	199,213	915,837	220,675

Horticultural & Tropical Products Division, FAS/USDA

Footnotes:

- 1/ Includes all processed orange juice whether or not concentrated.
One metric ton of 65 degrees brix equals 344.8 gallons at 42 degrees brix and 1,405.88 gallons at single strength equivalent.
- 2/ Year refers to marketing period which usually begins in the fall of the Northern Hemisphere and corresponds to the harvesting and marketing period for fresh citrus (see July Horticultural Products Review, pages 10 - 20).
- 3/ Marketing season begins September 1 of year shown.
- 4/ Includes orange juice processed from oranges in Gaza.
- 5/ Marketing season begins October 1 of first year shown.
- 6/ Marketing season begins January 1 of second year shown.
- 7/ Marketing season begins November 1 of first year shown.
- 8/ Marketing season begins December 1 of first year shown.

SOURCES: National Agricultural Statistics Service and U.S. Department of Commerce, Bureau of Census. Statistics Canada. Florida Department of Citrus. Reports from U.S. Agricultural Counselors and Attaches and/or FAS/USDA estimates.

TABLE 2
ORANGE JUICE: SUPPLY & UTILIZATION, MAJOR PRODUCING
COUNTRIES IN SOUTHERN HEMISPHERE
(METRIC TONS, 65 DEGREES BRIX) 1/

Country/Year 2/	Begin. Stocks	Production	Imports	Exports	Consumption	Ending Stocks
Argentina 3/						
1985/86	0	10,700	0	2,456	8,244	0
1986/87	0	11,000	0	5,000	5,000	1,000
1987/88	1,000	9,800	0	7,725	3,000	75
1988/89	75	10,000	0	7,295	2,730	50
1989/90	50	11,000	0	7,580	2,900	570
1990/91 F	570	11,500	0	8,000	2,900	1,170
Australia 4/						
1985/86	0	21,528	5,253	592	26,189	0
1986/87	0	19,330	1,621	1,060	19,891	0
1987/88	0	16,953	22,659	2,003	27,787	9,822
1988/89	9,822	22,705	10,993	1,596	30,199	11,725
1989/90	11,725	16,883	7,816	2,443	30,072	3,909
1990/91 F	3,909	22,195	7,816	2,931	30,011	978
Brazil 4/ 5/						
1985/86	202,000	603,000	0	699,000	20,000	86,000
1986/87	86,000	710,000	0	738,000	20,000	38,000
1987/88	38,000	713,000	0	707,000	20,000	24,000
1988/89	24,000	1,050,000	0	959,000	20,000	95,000
1989/90	95,000	855,000	0	825,000	20,000	105,000
1990/91 F	105,000	795,000	0	810,000	20,000	70,000
South Africa 6/						
1985/86	0	7,532	1,097	0	8,628	0
1986/87	0	13,487	0	4,772	8,715	0
1987/88	0	16,947	0	8,769	8,178	0
1988/89	0	13,730	0	6,369	7,361	0
1989/90	0	19,849	0	12,534	7,315	0
1990/91 F	0	17,652	0	10,315	7,337	0
Total						
1985/86	202,000	642,760	6,350	702,048	63,061	86,001
1986/87	86,001	753,817	1,621	748,832	53,606	39,001
1987/88	39,001	756,700	22,659	725,497	58,965	33,898
1988/89	33,898	1,096,435	10,993	974,260	60,290	106,776
1989/90	106,776	902,732	7,816	847,557	60,287	109,480
1990/91 F	109,480	846,347	7,816	831,246	60,248	72,149

Horticultural & Tropical Products Division, FAS/USDA

Footnotes:

- 1/ Includes all processed orange juice whether or not concentrated.
One metric ton of 65 degrees brix equals 344.8 gallons at 42 degrees brix and 1,405.88 gallons at single strength equivalent.
- 2/ Marketing year indicated is for aggregation purposes with countries from the Northern Hemisphere corresponding to the harvesting and marketing period for fresh citrus (see July Horticultural Products Review, pages 10 - 20). For the Southern Hemisphere, orange harvest occurs entirely during the second year shown.
- 3/ Marketing season begins January 1 of second year shown.
- 4/ Marketing season begins July 1 of second year shown.
- 5/ Includes small quantities of tangerine juice.
- 6/ Marketing season begins February 1 of second year shown.

SOURCES: Reports from U.S. Agricultural Counselors and Attaches and/or FAS/USDA estimates.

TABLE 3
ORANGE JUICE: SUPPLY & UTILIZATION, SELECTED IMPORTING
COUNTRIES (METRIC TONS, 65 DEGREES BRIX) 1/

Country/Year 2/	Begin. Stocks	Production	Imports 3/	Exports 4/	Consumption	Ending Stocks
Canada 5/						
1985/86	0	0	78,277	2,642	75,635	0
1986/87	0	0	83,625	857	82,768	0
1987/88	0	0	78,904	232	78,672	0
1988/89	0	0	79,053	273	78,780	0
1989/90	0	0	77,000	162	76,838	0
1990/91 F	0	0	80,000	200	79,800	0
Germany 5/						
1985/86	0	0	142,442	18,147	124,295	0
1986/87	0	0	158,822	23,877	134,945	0
1987/88	0	0	166,146	24,037	142,109	0
1988/89	0	0	181,448	25,124	156,324	0
1989/90	0	0	193,551	37,399	156,152	0
1990/91 F	0	0	218,103	38,793	179,310	0
Japan 6/ 7/						
1985/86	900	220	12,500	0	13,020	600
1986/87	600	210	15,000	0	15,010	800
1987/88	800	200	8,500	0	9,000	500
1988/89	500	200	18,000	0	16,700	2,000
1989/90	2,000	150	35,000	0	34,150	3,000
1990/91 F	3,000	120	45,000	0	44,120	4,000
Netherlands 5/						
1985/86	0	0	79,065	60,104	18,961	0
1986/87	0	0	98,426	73,604	24,822	0
1987/88	0	0	87,314	64,388	22,926	0
1988/89	0	0	107,478	81,622	25,856	0
1989/90	0	0	86,188	64,641	21,547	0
1990/91 F	0	0	103,425	77,570	25,855	0
Sweden 5/						
1985/86	0	0	19,276	911	18,365	0
1986/87	0	0	18,800	550	18,250	0
1987/88	0	0	17,675	1,055	16,620	0
1988/89	0	0	17,700	1,000	16,700	0
1989/90	0	0	17,685	540	17,145	0
1990/91 F	0	0	17,700	500	17,200	0

Continued on next page.

Country/Year	2/	Begin. Stocks	Production	Imports 3/	Exports 4/	Consumption	Ending Stocks
Total							
1985/86		900	220	331,560	81,804	250,276	600
1986/87		600	210	374,673	98,888	275,795	800
1987/88		800	200	358,539	89,712	269,327	500
1988/89		500	200	403,679	108,019	294,360	2,000
1989/90		2,000	150	409,424	102,742	305,832	3,000
1990/91 F		3,000	120	464,228	117,063	346,285	4,000

Horticultural & Tropical Products Division, FAS/USDA

Footnotes:

- 1/ Includes all processed orange juice whether or not concentrated. One metric ton of 65 degrees brix equals 344.8 gallons at 42 degrees brix and 1,405.88 gallons at single strength equivalent.
- 2/ Marketing year indicated is for aggregation purposes with countries from the Northern Hemisphere corresponding to the harvesting and marketing period for fresh citrus (see July Horticultural Products Review, page 16)
- 3/ Includes Intra-EC trade and transshipments, particularly from the Netherlands to Germany.
- 4/ Re-exports including Intra-EC trade. Includes re-exports from Canada to the United States (based on United States imports using Bureau of Census data).
- 5/ Marketing year begins January 1 of second year shown.
- 6/ Does not include tangerine juice of which Japan annually produces and consumes 23,000 to 30,000 tons of 65 degrees brix.
- 7/ Marketing year begins October 1 of first year shown.

SOURCES: Reports from U.S. Agricultural Counselors and Attaches and/or USDA estimates; Statistics Canada; and U.S. Department of Commerce, Bureau of Census.

TABLE 4
ORANGE JUICE: SUPPLY & UTILIZATION FOR SELECTED COUNTRIES 1/
(METRIC TONS, 65 DEGREES BRIX) 2/

Region/Year	Begin. Stocks	Production	Imports	Exports 3/	Consump. 4/	Ending Stocks
Northern Hemisphere						
1985/86	204,702	623,277	411,075	159,351	899,999	179,704
1986/87	179,704	713,345	416,177	190,926	926,350	191,950
1987/88	191,950	788,010	318,732	184,951	917,895	195,846
1988/89	195,846	873,590	299,776	196,444	918,643	254,125
1989/90	254,125	680,060	380,594	251,730	828,242	234,807
1990/91	234,807	773,269	327,649	199,213	915,837	220,675
Southern Hemisphere						
1985/86	202,000	642,760	6,350	702,048	63,061	86,001
1986/87	86,001	753,817	1,621	748,832	53,606	39,001
1987/88	39,001	756,700	22,659	725,497	58,965	33,898
1988/89	33,898	1,096,435	10,993	974,260	60,290	106,776
1989/90	106,776	902,732	7,816	847,557	60,287	109,480
1990/91	109,480	846,347	7,816	831,246	60,248	72,149
Major Importers 3/						
1985/86	900	220	328,918	0	329,438	600
1986/87	600	210	373,816	0	373,826	800
1987/88	800	200	358,307	0	358,807	500
1988/89	500	200	403,406	0	402,106	2,000
1989/90	2,000	150	409,262	0	408,412	3,000
1990/91	3,000	120	464,028	0	463,148	4,000
Grand Total						
1985/86	407,602	1,266,257	746,343	861,399	1,292,498	266,305
1986/87	266,305	1,467,372	791,614	939,758	1,353,782	231,751
1987/88	231,751	1,544,910	699,698	910,448	1,335,667	230,244
1988/89	230,244	1,970,225	714,175	1,170,704	1,381,039	362,901
1989/90	362,901	1,582,942	797,672	1,099,287	1,296,941	347,287
1990/91	347,287	1,619,736	799,493	1,030,459	1,439,233	296,824

Horticultural & Tropical Products Division, FAS/USDA

Footnotes:

- 1/ Includes summation of data for all countries included in Tables 1-3.
- 2/ Includes all processed orange juice whether or not concentrated.
One metric ton of 65 degrees brix equals 344.8 gallons at 42 degrees brix and 1,405.88 gallons at single strength equivalent.
- 3/ Selected importers do not produce orange juice. Exports are shown as zero because export data in Table 3 are re-exports.
- 4/ Consumption for Selected Importers (except for Canada) in this Table includes consumption plus export data from Table 3. Actual consumption data for Canada in Table 3 is used since re-export data is already included in U.S. import and consumption data.

THE EVOLVING WINE MARKET IN THE EUROPEAN COMMUNITY

The consumption of wine in Western Europe is undergoing fundamental changes. The basic pattern is a decline in total consumption in most countries, coupled with increasing demand for high quality wines. The underlying shift away from low cost, or jug wines, to high quality, premium wines poses a tremendous challenge to European wine producers, as well as non-EC wine producers that wish to sell in the market.

Wine Consumption in Europe

Although per capita wine consumption is higher in Europe than the rest of the world, it has been on a steady downward trend for the past decade. According to FAO statistics, per capita consumption in France averaged 103 liters per year from 1975 to 1977, and has dropped to 75 liters per year in 1988, a decrease of 27 percent. The other major wine producing and consuming countries in the EC -- Italy, Spain, Portugal, and Greece -- showed declines in per capita consumption ranging from 23 to 35 percent in the same time period.

However, these numbers obscure an important trend in wine consumption, which is the increase in consumption of premium wines. The value of wine consumed in European markets declined much less than the volume, indicating that the consumer is buying less, but higher-priced wine. This trend is also evident in other wine consuming markets. The United States is an excellent example, where U.S. Census Bureau figures show imports of wine from the EC have declined 43 percent in volume between 1986 and 1990, yet only 15 percent in value.

Wine Regulation in the EC

These trends in consumption have put tremendous pressure on European wine producers, as well as on EC member governments. The great majority of wine produced in Europe is low-value table wine. A few examples are listed as follows:

Country	Percent table wine	Percent quality wine
France	60	40
Spain	70	30
Italy	90	10

Source: Interviews with EC officials.

European governments and the EC are attempting to control overproduction of wine while protecting farmer income. Through a myriad of programs, the EC has managed to protect the incomes of wine grape growers, but has continued to perpetuate overproduction. Wine production in the EC has declined only marginally from 198 million hectoliters (hl.) in 1975-77 to 195 million hl in 1985-87. In the same period, consumption in the EC has dropped from 164.3 million hl to 134.9 million hl. Imports generally have not been significant in the EC, accounting for a small percentage of consumption.

The mechanisms to control production include a ban on increased acreage for wine grapes, maximum yields per acre, controls on production practices, distillation programs, and strict regulation of quality wines.

Acreage ban - The EC wine reforms of 1982 enacted a total ban on new wine grape production acreage through 1990. However, in certain cases additional acreage was allowed for the production of quality wines, where it could be demonstrated that demand outpaces supply. Generally, member states are limited to an overall acreage figure, but vary in how they redistribute wine grape acreage that has come out of production. The EC allows wine grape acreage to come out of table wine production, and be transferred to one of the two higher quality categories, i.e. typical wine, and quality wine. However, acreage cannot be transferred in the opposite direction. Therefore, the acreage ban encourages a shift away from table wine toward quality wine. The rules on how transfers are done vary among member states.

Distillation - The EC has a program of voluntary and compulsory distillation of low quality wine and grape must. Distillation has become the primary means to deter surplus production, although the EC rarely achieves its targets for the amount of wine to be removed from the market. In the 1985/86 season, 24,288 million hl of wine were distilled, which accounted for 17 percent of all production that year.

Regulating yield per acre - Every year, depending on the weather, the EC Commission sets yield levels for the various kinds of grapes grown for wine. Currently, the yield levels are 6,500 tons of grapes per hectare (ha) for red wine grapes, and 9,000 tons/ha for white wine grapes. If a producer exceeds these levels, the surplus must go towards distillation.

Restriction of growing practices - Irrigation is not allowed on grapes in the EC, except for very early or late in the season. The purpose of the restriction is to limit production, and to retain the traditional characteristics of European wine.

Quality regulations - There are three broad categories of wine based on quality: table wine, typical wine, and quality wine. Table wine is the lowest quality wine, and is generally grown on a large scale. Typical wine is a relatively new classification, and is called Vin de Pays in France, Landeswein in Germany, and Vin de Terre in Spain. As a relatively new category, it accounts for less than 10 percent of all wine production in the EC. Quality wines are the premium wines produced in the member countries, and are often restricted by a small geographical region. There are many types of quality wine, and the general group is referred to as Denominacion de Origen (DO), Denominazione D'origine Controllata (DOC), or Appellation d'Origin Contrôlée (AOC) wines in Spain, Italy, and France, respectively. In general, quality wines are subject not only to the EC regulations above, but to a whole set of rules that are specific to each individual region.

Operation of the Rioja Denomination of Origin in Spain.

The functioning of Spain's Rioja region illustrates the operation of the quality wine regulations. In order for a wine to receive the Denomination of Origin (DO) of Rioja, it must meet strict guidelines both in the production process as well as in wine making. Currently, 100 percent of the wine grape acreage in the Rioja region is enrolled in the program.

The Consejo Regulador de la Denominacion de Origen Rioja (Consejo) is the regulating body for all wines included in the Rioja denomination of origin. The Consejo is an autonomous body recognized by the Government of Spain, and is supported by growers and wineries in the region. Growers pay a rate based on acreage and tonnage, while wineries pay a percentage of the value of wine produced. The Consejo is limited geographically, and participants are bound by the regulations of the Consejo. However, since grape growers and wineries that have the DO of Rioja designation receive about twice the price as non-Rioja wines, it is not surprising that there is 100 percent participation within the geographical boundaries of the region.

Production controls - The Consejo limits the kind of grapes that can be grown in the region, and their yields. Red varieties are limited to a production level of 6,000 kg/ha fresh weight, and whites are limited to 9,000 kg/ha. Pruning techniques are also regulated to enhance the quality of wine. Irrigation and cultivation on trellises are also forbidden, except for certain experimental applications.

Registration - Grape harvests are tracked from field to bottle. The Consejo maintains records on every stage of the process, with wine lots tracked back to harvest. This allows the Consejo and its members to monitor output, and make production decisions accordingly.

New Acreage - Acreage is strictly limited by EC laws. However, it is possible for the Government of Spain to shift acreage from low-quality table wine acreage to denomination of origin wine. Thus, the Rioja region is increasing acreage, although slightly. The Consejo parcels out any acreage that is made available from Madrid.

Determination of quality wines - Every year, all lots of wine must pass eight chemical analyses. If the wine passes the chemical analysis, organoleptic (taste) testing is conducted by a panel consisting of growers, vintners and dealers. Over 95 percent of all wine passes this second test. Of the wines that pass these tests, 50 percent are delegated to the "joven" (young) category, and the other 50 percent are allowed to have the "crianza" (aged in oak) designation. The crianza wine can then be further designated either reserva or gran reserva. Consejo regulations state that crianza wine must be aged in oak for a year, and must be in its third year before release. The reserva is aged for a minimum of 1 year in oak, and 2 years in bottle, and not released until its fourth year. The gran reserva category has been aged at least 2 years in oak and 3 years in bottle, and is not released before 6 years. In general, the winery will determine whether the wine is of a quality level to warrant creating a reserva and gran reserva. Also, the aging process often extends beyond the minimum time periods.

Additional Functions of the Consejo - Beyond the quality controls and recording functions of the Consejo, generic promotional activities are also carried out both domestically and internationally. These promotional activities educate consumers about the wine categories and the quality level that results from the efforts of the Consejo. The Consejo also determines the quality of the vintage in relation to the other years, which assists purchasers with buying decisions.

All of the functions of the Consejo are similar to those of many agricultural producer organizations in the United States, such as the commodity boards that oversee the operations of marketing orders. Through the setting of quality standards and market development activities, the Consejo helps to maintain the image and prosperity of the Rioja wine industry. The Consejo will also enhance the competitiveness of Rioja wine in an international wine market that is becoming crowded with high quality wines. The 30 other denominations of origin of Spanish wines also have the same goals of the Consejo in Rioja, and are progressing rapidly in improving both their quality and image. Thus, the Spanish system of denominations of origin is well positioned to assist the Spanish wine industry to strengthen the quality wine sector, and therefore to enhance its competitiveness overseas.

U.S. Wines in the European Market

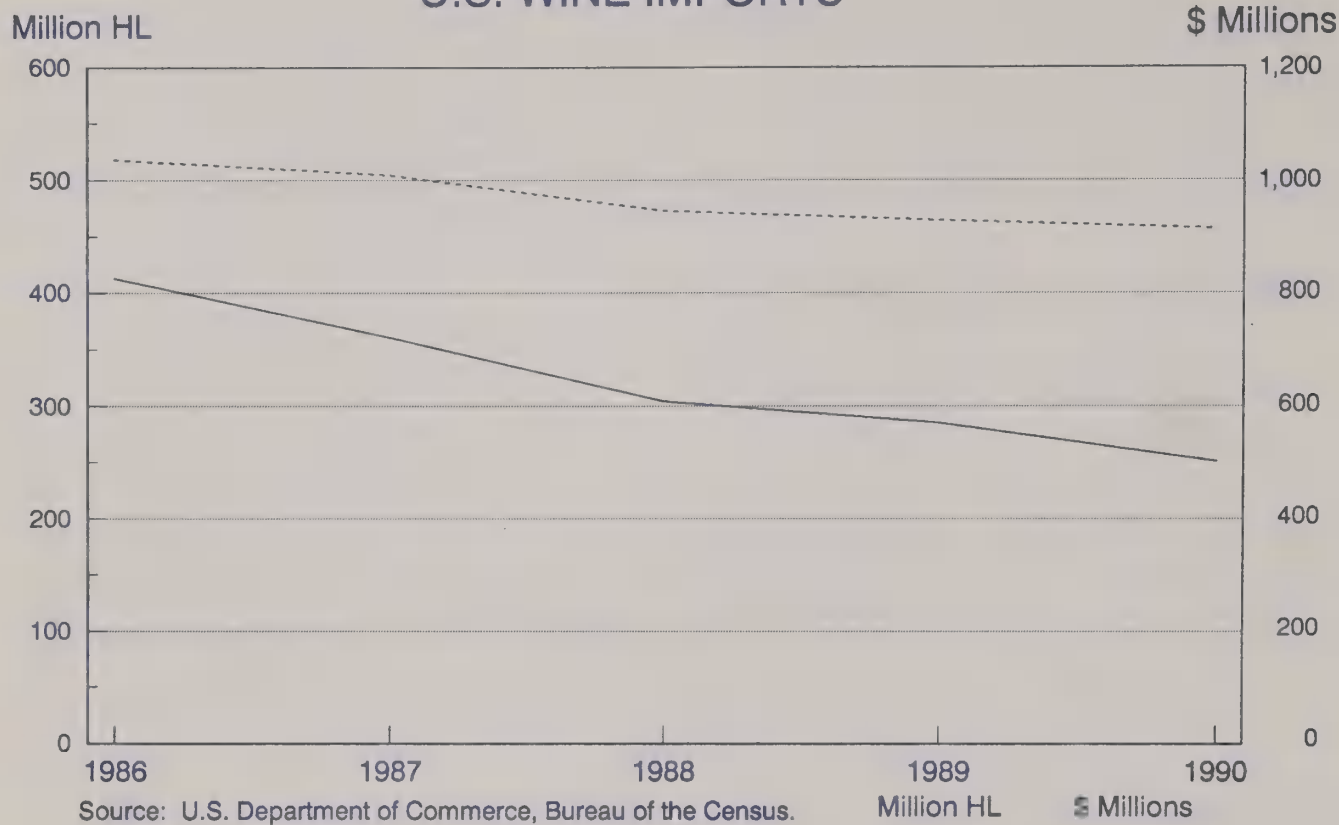
In recent years, U.S. wine has been making significant inroads into the European market. A major factor in this success has been the increase in market development activities, designed to educate European consumers about the quality of U.S. wines. Generic and branded promotional activities have been conducted under the Targeted Export Assistance (TEA) program, and now the Market Promotion Program (MPP). Generic promotions have focused on the quality of the wines of California, Washington, and New York. Branded promotions have become increasingly important as individual wineries get established in the EC market.

In the past few years, U.S. wine exporters have been particularly successful in markets that do not have significant domestic wine production, such as the United Kingdom, Sweden, Denmark, and Belgium. EC wine imports are skewed towards the United Kingdom which imported 53 percent of all U.S. wine going into the EC in 1990. While significant levels of growth are expected to continue in these markets, the wine producing countries of Europe remain attractive markets for U.S. quality wine based on high per capita consumption and relative sophistication among wine drinkers. The two most promising markets in this category are Germany and France, which have both registered rapid growth in the last three years.

The large wine producing and consuming countries of southern Europe (Spain, Portugal, Italy, Greece) have yet to demonstrate much demand for high quality imported wines. This is due to a lack of familiarity with wines from other sources combined with a strong preference for local or national wines. These markets are not expected to become significant importers of non-EC wine until long-standing attitudes against non-local wine begins to erode.

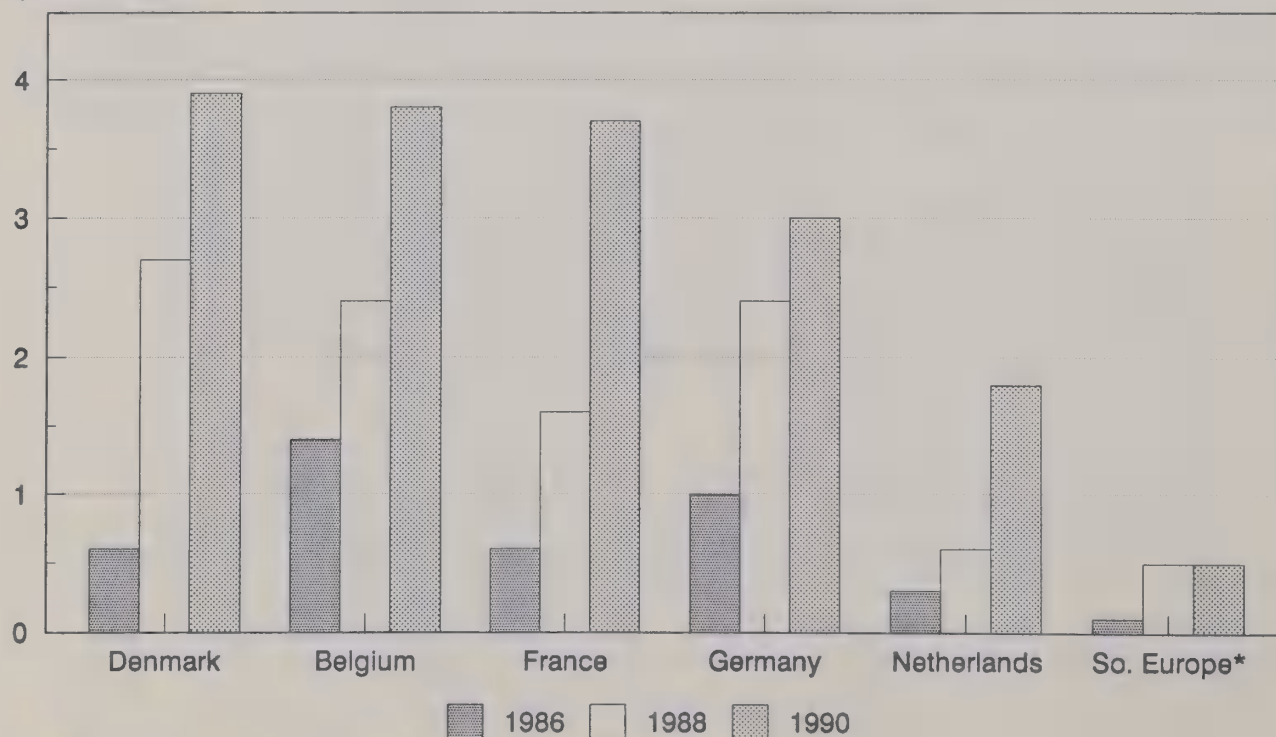
Overall, the United States is in a good position to take advantage of the trend towards consumption of quality wines in the EC, as well as other West European nations. Increased promotional efforts by the U.S. wine industry will go a long way to counter competition from the highly organized quality wine producers in the EC.

U.S. WINE IMPORTS



U.S. WINE EXPORTS TO SELECTED EC MEMBERS

\$ Millions



SOURCE: U.S. Department of Commerce, Bureau of the Census.

* Southern Europe includes Spain, Italy, Greece, and Portugal.

USDA MARKET DEVELOPMENT PROGRAMS

The USDA allocates money to trade organizations and private industries to promote their commodities in foreign markets. The organizations and industries use this money to augment their own funds to carry out activities such as the production and airing of TV commercials, the design and printing of point-of-sale material, and the development of recipes in foreign languages using metric measurements. Together with trade liberalization and higher incomes in some target countries, these promotional dollars have helped the exportation of U.S. horticultural products to grow beyond that of any other commodity segment in recent years.

The Foreign Market Development Program

The U.S. Government has assisted the promotion of U.S. agricultural commodities since 1954. At that time the Foreign Market Development (FMD, commonly called the "Cooperator") program was established through the authority of the Agricultural Trade Development and Assistance Act. The objective of the program was, and still is, to create, expand, and maintain markets abroad for U.S. agricultural commodities.

In the early years, the program was fueled by the soft currencies generated from the foreign sales of U.S. government-held commodities in target countries. As these currencies could not be used outside of the given market, trade organizations used these funds in conjunction with their own to promote U.S. agricultural commodities. The Cooperator program still exists today, and is an allocated line item in the budget of USDA's Foreign Agricultural Service (FAS). Today, approximately \$35 million is budgeted annually for the Cooperator program. Preference is given to nonprofit U.S. agricultural trade groups which are industry-wide or nationwide in membership and scope.

Prior to 1985 and the implementation of the former Targeted Export Assistance (TEA, now MPP) program, many horticultural organizations participated in the Cooperator program. In 1991, only a few horticultural organizations are active participants in this program, commanding approximately 1 percent of the available funds; instead, horticulture is a heavy user of Market Promotion Program dollars (see graph on page 31). The majority of the Cooperator funds are funneled to the bulk commodities for use in trade servicing and technical assistance activities, such as holding baking schools in Algeria and developing and maintaining demonstration feedlots in Egypt (see graph on page 31).

Horticultural organizations participating in the Cooperator program tend also to focus on trade and technical servicing. For example, the American Horticultural Marketing Council, an organization dedicated to promoting the use of large plant material for interiorscaping, uses Cooperator moneys to hold trade/display shows and seminars in foreign countries to educate foreign architects, contractors and builders on specific light and atmospheric requirements of large plants, along with alerting them to the health and aesthetic benefits of using large indoor plant material. As large plant material is not a consumer-ready product, and technical and trade servicing is required, an organization of this nature fits more readily into the historic mission of the Cooperator program, i.e., to build long-term markets overseas by carving out permanent market niches.

The Market Promotion Program

The 1991 MPP is well underway. This program, authorized by the 1990 Farm Bill, is administered by FAS. The program obligates \$200 million annually in funds or commodities from USDA's CCC for fiscal years 1991 through 1995 to help U.S. producers finance promotional activities for U.S. agricultural products.

The MPP is similar to the TEA program, the market promotion program authorized by the 1985 Farm Bill and repealed by the 1990 Farm Bill. The key difference between the new MPP and the TEA programs is that TEA was limited to commodities which were affected by unfair foreign trade practices, such as high producer subsidies, import licenses, and the like. The new MPP allows participation for commodities that are not affected by unfair trade practices, once the promotional needs of those with unfair trade practices are satisfied. The Cooperator program does not require a demonstrable unfair trade practice.

MPP funds are used to support a large number of commodities, both horticultural and non-horticultural. These commodities range from soybeans and fresh pears, to mink and wood products. In 1991, however, \$95 million, nearly 50 percent of the MPP funds, were earmarked for organizations promoting horticultural commodities (see Table 1, next page). Also in 1991, four new participants were added to horticulture's MPP list: the Ginseng Board of Wisconsin, Inc., the Pacific Coast Canned Pear Service, Inc., a processed tomato program, and a date program (explained below under EIP's).

As with the Cooperator program, the objective of the MPP is to create, expand, and maintain U.S. export markets. In general, however, this program tends to emphasize products which can demonstrate a more immediate impact on the sale of U.S. agricultural commodities abroad. As many horticultural commodities are consumer-ready, they fall easily into the mission of the program. Given the nature of the commodities supported, the activities carried out under MPP are largely consumer-related and are usually highly visible, such as the Washington apple television commercial in Singapore, the Hong Kong subway poster campaign of the Oregon-Washington-California Pear Bureau, and in-store sampling programs carried out in thousands of supermarkets, fruit stalls, and greengrocers around the world to introduce foreign customers to fresh cherries, french fries, almonds, avocados, and more (see graph on page 31).

Export Incentive Program (EIP)

The EIP falls under both the Market Promotion Program and the Cooperator Program. Only horticultural commodities have EIPs, at present. Unlike the nonprofits participating in the "regular" MPP or Cooperator program, participants in the EIP are all private companies. These companies enter into an agreement with USDA to carry out brand promotions abroad. The reimbursable costs for this program are limited to those associated with direct promotion, such as advertising and public relations. Travel, administration, and entertainment costs are not allowable.

Table 1
1991 MPP Participants, Horticulture

MPP Participant	Dollars
California Avocado Commission	1,030,000
CA Cling Peach Advisory Board	3,620,000
CA Table Grape Commission	3,250,000
CA Kiwifruit Commission	830,000
CA Strawberry Advisory Board	670,000
CA Pistachio Commission	1,030,000
CA Prune Board	7,030,000
CA Raisin Advisory Board	8,520,000
CA Tree Fruit Agreement	1,000,000
CA Walnut Commission	8,070,000
Cherry Marketing Institute	450,000
Florida Dept. of Citrus	5,330,000
Ginseng Board of Wisconsin	158,000
Hop Growers of America	172,000
National Honey Board	520,000
National Potato Promo. Board	3,930,000
Northwest Cherry Growers	1,200,000
OR-WA-CA Pear Bureau	900,000
Pacific Coast Canned Pear Service	208,000
Washington Apple Commission	4,340,000
Wine Institute	15,000,000

EIP Participant

Almonds, natural & processed	8,280,000
CA/AZ fresh & processed citrus	13,710,000
Processed sweet corn	3,230,000
Concord grape products	1,400,000
Dates & products thereof	520,000
Cranberries, fresh & frozen	1,000,000
Processed tomato products	600,000

The amount contributed by private companies as a percentage of the allocation received is significantly higher than that required for nonprofit trade organizations; for the Cooperator EIP, participants are reimbursed no more than 50 percent of approved foreign promotion expenses and the program is thereby a matching fund program by its very nature.

How to Apply

Cooperator Program. Written contact should be made with the Assistant Administrator, Commodity and Marketing Programs, FAS. Potential cooperators must provide resource contributions equal to the amount of government funds. Unlike an EIP, these contributions may be comprised of cash, goods or services

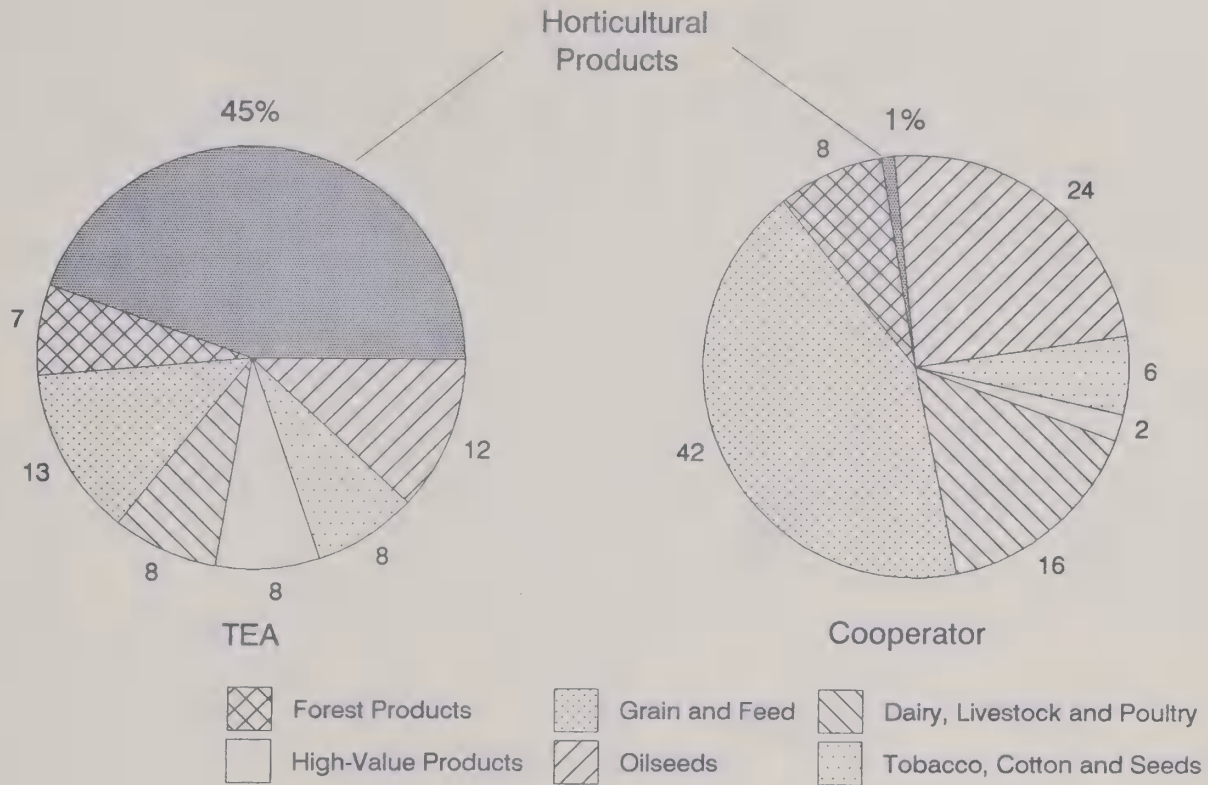
and may be provided through foreign third party participants, the Cooperator participant or members of U.S. industry. Applicants may contact the Federal agency for deadline dates. Notice of awards takes anywhere from 30 to 180 days.

Market Promotion Program. The MPP is (as was the TEA) announced by the Federal Register Notice. This year the notice is expected to come out some time in August. The Federal Register Notice details the criteria for application. Historically, applications have been due 45 days from the announcement date. Awards are made based on fulfillment of such criteria as the ability of the organization to run an international program, adequacy of exportable supplies, willingness to contribute resources, and others as stipulated in the Federal Register Notice. For more information on applying, call the Program Operations Staff of FAS at (202) 447-4327.

Export Incentive Program. Under the EIP, a company applies for MPP funds on behalf of the entire industry through the method outlined above. Once the MPP allocation is made, another notice goes out to solicit participation from private companies. The company that originally applied for the MPP funds has no greater access to these than a company coming in during the solicitation period. Awards are then made based on fulfillment of the criteria. The resultant agreement is between the individual company and the USDA.

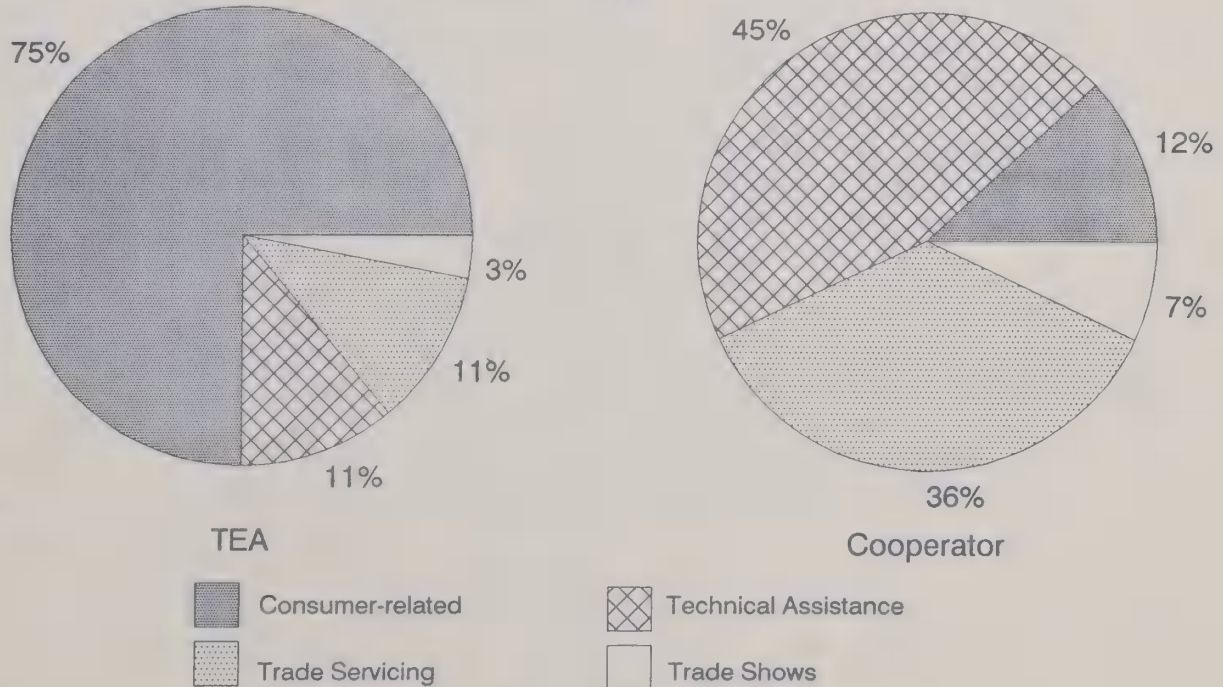
Program Funding by Commodity Group

FY 1990



Worldwide Breakdown by Type of Promotion

FY 1990



Note: The TEA program changed to MPP in FY 1991. The data for MPP are unavailable at the present time; the trend in spending by type of promotion is likely to remain the same in the 1990 TEA program.

EC IMPORTS OF DRIED GRAPES OTHER THAN CURRANTS, 1989 & 1990
(QUANTITY IN METRIC TONS)

1989

COUNTRY	FRANCE	BELG-LUX	NETH	GERMANY	ITALY	UK	IRELAND	DENMARK	GREECE	PORTUGAL	SPAIN	TOTAL
GREECE	8,217	39	1,086	7,665	1,345	20,180	0	0	0	0	0	38,532
NETHERLANDS	1,386	1,937	0	3,468	72	8	0	17	0	0	0	6,888
UTD. KINGDOM	147	158	3,700	2	0	0	1,461	14	0	0	0	5,482
BELG.-LUXBG.	2,447	0	2,125	344	2	10	0	0	0	0	0	4,928
FR GERMANY	557	317	357	0	160	9	0	209	0	25	0	1,634
TURKEY	3,280	6,907	16,326	11,044	14,088	27,376	4,965	368	0	82	1,320	85,756
USA	565	863	3,540	9,580	90	21,280	307	4,603	0	0	414	41,242
AUSTRALIA	1,150	345	291	13,964	21	7,061	0	0	0	442	0	23,274
SOUTH AFRICA	1,950	133	1,194	4,310	0	2,771	0	0	0	161	1	10,520
IRAN	197	26	0	5,170	77	335	0	134	0	0	5	5,944
CHILE	295	18	561	1,132	241	980	18	21	0	0	0	3,266
AFGHANISTAN	0	0	0	0	0	3,176	0	0	0	0	0	3,176
OTHER COUNTRIES	170	253	357	533	201	1,076	18	143	0	147	94	2,992
WORLD TOTAL	20,361	10,996	29,537	57,212	16,297	84,262	6,769	5,509	0	857	1,834	233,634

1990

COUNTRY	FRANCE	BELG-LUX	NETH	GERMANY	ITALY	UK	IRELAND	DENMARK	GREECE	PORTUGAL	SPAIN	TOTAL
GREECE	9,860	137	865	10,732	1,627	21,733	5,867	0	0	0	0	50,821
NETHERLANDS	690	2,083	0	3,851	55	223	19	10	0	8	29	6,968
BELG.-LUXBG.	1,884	0	900	269	0	0	0	0	0	0	0	3,053
FR GERMANY	464	306	395	0	119	362	0	130	1	0	0	1,777
UTD. KINGDOM	145	71	882	41	11	0	513	34	0	0	2	1,699
TURKEY	2,325	5,215	23,495	12,821	14,585	24,371	4,040	276	0	355	1,706	89,189
USA	559	720	4,271	13,538	96	23,372	577	5,288	17	18	755	49,211
AUSTRALIA	528	253	166	11,869	44	6,210	0	0	0	405	0	19,475
IRAN	579	12	39	5,237	76	2,794	0	0	0	0	18	8,755
SOUTH AFRICA	2,321	222	865	4,462	0	0	0	0	0	335	1	8,206
AFGHANISTAN	35	0	153	18	0	7,546	153	0	0	0	0	7,905
CHILE	507	0	1,633	1,938	428	964	0	11	0	71	39	5,591
NAMIBIA	0	0	139	0	0	3,286	0	0	0	0	0	3,425
ARGENTINA	0	0	162	0	34	0	0	0	0	99	731	1,026
OTHER COUNTRIES	226	319	469	89	75	1,363	3	41	30	151	1	2,767
WORLD TOTAL	20,123	9,338	34,434	64,865	17,150	92,224	11,172	5,790	48	1,442	3,382	259,868

EC IMPORTS OF DRIED PRUNES, 1989 AND 1990
(QUANTITY IN METRIC TONS)

1989

COUNTRY	FRANCE	BELG-LUX	NETH	GERMANY	ITALY	UK	IRELAND	DENMARK	GREECE	PORTUGAL	SPAIN	TOTAL
FRANCE	0	953	2,050	1,098	1,896	1,785	26	282	329	83	970	9,472
USA	3,065	479	966	7,399	9,865	2,262	51	1,815	313	118	2,052	28,385
YUGOSLAVIA	754	0	12	881	576	1,330	0	0	0	0	0	3,553
CHILE	308	30	9	627	728	814	0	0	0	0	334	2,850
ARGENTINA	260	0	0	95	191	79	0	0	0	0	0	625
OTHER COUNTRIES	203	326	142	541	141	326	165	29	27	9	5	1,914
WORLD TOTAL	4,590	1,788	3,179	10,641	13,397	6,596	242	2,126	669	210	3,361	46,799

1990

COUNTRY	FRANCE	BELG-LUX	NETH	GERMANY	ITALY	UK	IRELAND	DENMARK	GREECE	PORTUGAL	SPAIN	TOTAL
FRANCE	0	963	1,648	898	819	1,283	74	133	325	93	441	6,677
USA	4,486	557	1,042	10,921	9,249	4,459	88	1,804	427	172	2,039	35,244
CHILE	649	18	4	262	503	1,201	0	0	0	36	781	3,454
YUGOSLAVIA	836	0	16	264	202	314	0	0	0	0	6	1,638
ARGENTINA	174	0	16	85	625	106	0	0	0	6	202	1,214
OTHER COUNTRIES	360	274	76	569	60	75	94	113	36	108	6	1,771
WORLD TOTAL	6,505	1,812	2,802	12,999	11,458	7,438	256	2,050	788	415	3,475	49,998

Source: Eurostat

Note: Greek raisin import figures for 1989 are not available.

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
MAY 1991

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FRESH FRUIT											
FR. APPLES(JUL)											
MT											
TAIWAN	3,637	2,373	66,560	58,402	67,484	1,486	1,366	28,838	35,707	29,340	
CANADA	8,330	5,770	58,339	70,159	66,618	5,106	4,859	34,579	52,799	39,397	
HONG KONG	3,451	2,696	37,409	38,364	40,556	1,754	1,576	18,116	20,941	19,807	
EC-12	2,208	1,124	29,760	37,907	33,832	1,000	638	13,760	20,859	15,579	
UNITED KINGDOM	1,783	1,098	22,810	29,213	25,542	802	625	10,955	16,301	12,215	
SAUDI ARABIA	19	0	16,992	21,292	17,012	13	0	7,492	13,255	7,505	
OTHER	5,231	3,271	100,721	110,177	107,821	2,955	2,191	50,164	66,538	54,419	
Subtotal:-----	23,075	15,234	309,782	336,301	333,322	12,313	10,631	152,949	210,098	166,046	
FR. PEARS(JUL)											
MT											
CANADA	2,303	2,010	27,779	36,400	29,249	1,721	1,474	16,559	24,804	17,675	
MEXICO	3,376	2,470	25,006	22,815	27,125	1,624	1,296	11,473	10,846	12,448	
EC-12	117	146	9,081	8,645	9,291	72	71	3,996	4,796	4,145	
SWEDEN	18	0	8,251	9,822	8,251	9	0	2,814	3,746	2,814	
NETHERLANDS	18	0	6,060	6,077	6,077	22	0	2,687	2,447	2,708	
OTHER	59	136	11,219	20,750	11,310	41	81	6,248	13,249	6,312	
Subtotal:-----	5,873	4,761	81,337	98,431	85,227	3,466	2,922	41,090	57,440	43,393	
APRICOTS(MAY)											
MT											
CANADA	55	494	855	494	2,736	935	807	935	807	3,163	
MEXICO	167	301	167	301	1,187	80	231	80	231	795	
OTHER	71	15	71	15	722	160	59	160	59	931	
Subtotal:-----	1,094	811	1,094	811	4,646	1,175	1,096	1,175	1,096	4,889	
FR. CHERRIES(MAY)											
MT											
EC-12	303	104	303	104	7,419	856	455	856	455	12,541	
JAPAN	3,264	1,802	3,264	1,802	7,350	17,682	10,065	17,682	10,065	37,321	
CANADA	1,227	195	1,227	195	6,502	2,416	614	2,416	614	13,168	
UNITED KINGDOM	234	98	234	98	3,641	728	432	728	432	7,333	
GERMANY	43	0	43	0	1,605	54	0	54	0	2,089	
OTHER	304	97	304	97	2,516	905	366	905	366	5,858	
Subtotal:-----	5,098	2,198	5,098	2,198	23,787	21,859	11,500	21,859	11,500	68,888	
PEACH-NECTRN(MAY)											
MT											
CANADA	5,292	4,861	5,292	4,861	45,968	6,948	7,258	6,948	7,258	45,524	
MEXICO	1,040	919	1,040	919	8,348	518	437	518	437	4,286	
OTHER	210	316	257	316	3,740	281	337	314	337	4,699	
Subtotal:-----	6,541	6,096	6,541	6,096	58,009	7,747	8,032	7,747	8,032	54,476	
PLUM-PRUNES(MAY)											
MT											
TAIWAN	7	6	7	6	31,806	15	10	15	10	30,119	
CANADA	852	11	852	481	25,473	1,201	756	1,201	756	26,665	
HONG KONG	0	0	0	0	6,261	0	0	0	0	5,999	
EC-12	97	101	97	101	4,314	213	255	213	255	5,176	
UNITED KINGDOM	85	90	85	90	3,926	192	245	192	245	4,749	
OTHER	161	112	161	112	7,217	218	120	218	120	5,832	
Subtotal:-----	1,117	700	1,117	700	75,070	1,647	1,142	1,647	1,142	73,791	
FR AVOCADOS(OCT)											
MT											
CANADA	291	229	1,660	1,542	2,954	525	400	2,454	2,118	4,495	
JAPAN	317	260	648	603	960	688	484	1,312	1,148	2,157	
EC-12	0	13	669	116	842	0	38	811	166	1,051	
UNITED KINGDOM	0	13	347	69	472	0	38	405	141	584	
OTHER	4	1	35	20	74	8	3	59	48	116	
Subtotal:-----	612	502	3,012	2,280	4,830	1,220	924	4,635	3,481	7,820	
FR KIWIFRUIT(OCT)											
MT											
CANADA	468	376	5,585	4,592	6,272	765	601	6,782	6,731	8,102	
TAIWAN	55	14	2,363	855	2,363	111	20	4,108	1,600	4,108	
OTHER	61	35	1,536	1,272	1,639	71	27	2,405	1,942	2,496	
Subtotal:-----	585	425	9,484	6,719	10,274	947	649	13,296	10,273	14,706	
FRESH GRAPES(MAY)											
MT											
CANADA	2,185	1,404	2,185	1,404	129,075	3,910	2,811	3,910	2,811	126,915	
HONG KONG	0	0	0	0	21,566	0	0	0	0	22,396	
TAIWAN	57	0	57	0	14,730	59	0	59	0	18,066	
OTHER	471	287	471	287	42,602	577	425	577	425	52,436	
Subtotal:-----	2,714	1,691	2,714	1,691	207,974	4,546	3,235	4,546	3,235	219,814	
FR STRAWBRIS(JAN)											
MT											
CANADA	8,816	7,773	20,902	19,227	33,209	9,317	11,028	27,829	30,383	46,658	
JAPAN	18	48	18	66	3,520	52	101	54	164	15,027	
OTHER	159	301	604	1,087	2,157	485	734	1,824	2,996	5,680	
Subtotal:-----	8,993	8,121	21,524	20,381	38,887	9,854	11,862	29,707	33,542	67,365	
FR ORNG INC TMPL(NOV)											
MT											
CANADA	20,049	5,697	126,139	73,066	177,598	9,188	3,628	59,729	45,104	83,369	
JAPAN	45,179	14,397	96,850	46,742	143,879	27,509	17,440	60,190	49,269	90,086	
HONG KONG	11,930	5,690	65,063	30,873	113,364	5,829	3,573	33,126	17,876	56,369	
OTHER	9,409	3,690	41,502	17,905	64,763	4,751	2,673	22,328	10,873	34,532	
Subtotal:-----	86,568	29,473	329,554	168,587	499,604	47,277	27,314	175,372	123,122	264,356	
FR GRPFRT(SEP)											
MT											
JAPAN	14,547	24,930	128,893	208,789	148,514	8,676	16,361	77,637	138,227	90,370	
EC-12	3,571	742	80,830	121,169	82,770	943	616	38,584	61,847	39,250	
CANADA	3,430	5,835	33,099	69,785	38,801	1,943	2,857	18,936	33,510	21,973	
FRANCE	54	312	35,920	53,477	35,994	32	213	17,363	27,348	17,437	
NETHERLANDS	3,052	334	25,213	40,904	27,013	753	201	11,448	20,383	12,016	
OTHER	2,166	1,831	13,493	19,334	17,244	1,279	1,303	7,182	10,833	9,211	
Subtotal:-----	23,714	33,338	256,314	419,076	287,330	12,841	21,137	142,338	244,418	160,803	
FR TANGERINES(NOV)											
MT											
CANADA	0	1	4,438	6,329	5,520	1	1	4,022	5,936	5,228	
EC-12	0	0	507	520	507	0	0	408	484	408	
OTHER	0	0	440	154	440	0	0	392	141	392	
Subtotal:-----	0	1	5,385	7,002	6,466	1	1	4,822	6,561	6,028	

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
MAY 1991

COMMODITY AND COUNTRY		QUANTITY						VALUE (1,000 DOLLARS)					
COUNTRY REGION		CURR LAST	MO CURR	YR TDT	YR TDT	LAST YEAR	CURR LAST	MO CURR	YR TDT	YR TDT	LAST YEAR		
CANNED FRUIT													
CND PEACH&NECT(JUN)	MT												
JAPAN		600	1,119	5,850	7,420	5,850	635	1,276	6,206	7,878	6,206		
MEXICO		166	44	1,653	653	1,653	136	33	1,346	474	1,346		
TAIWAN		245	393	1,569	2,654	1,569	197	295	1,216	2,048	1,216		
CANADA		139	287	1,183	1,857	1,183	178	326	1,259	2,217	1,259		
SINGAPORE		224	108	941	597	941	141	103	732	549	732		
PHILIPPINES		60	0	755	412	755	61	0	799	343	799		
OTHER		181	471	2,406	5,053	2,406	154	405	2,210	3,803	2,210		
Subtotal:-----		1,615	2,421	14,358	18,647	14,358	1,500	2,438	13,767	17,311	13,767		
CND PEARS(JUN)	MT												
JAPAN		30	15	442	916	442	40	6	424	1,023	424		
MEXICO		22	0	362	239	362	18	0	289	206	289		
CANADA		19	104	259	552	259	20	126	220	587	220		
PANAMA		0	0	124	238	124	0	0	96	118	96		
OTHER		27	332	601	1,576	601	28	252	545	1,358	545		
Subtotal:-----		98	451	1,787	3,521	1,787	106	383	1,574	3,293	1,574		
CND PNEAPL(JAN)	MT												
CANADA		209	268	848	1,315	2,555	149	232	626	1,150	1,876		
JAPAN		201	233	451	826	1,959	189	231	462	843	1,764		
EC-12		160	64	928	753	1,691	157	57	738	573	1,356		
GERMANY		121	33	415	410	810	129	31	398	337	730		
NETHERLANDS		38	31	317	198	587	28	26	205	170	407		
KOREA, REPUBLIC		111	6	272	60	459	98	8	229	58	359		
OTHER		17	41	161	202	360	18	41	155	159	344		
Subtotal:-----		697	611	2,659	3,155	7,024	611	569	2,210	2,782	5,699		
FRT MIXTURES(JUN)	MT												
CANADA		490	1,100	3,830	7,809	3,830	592	1,362	4,350	9,451	4,350		
JAPAN		446	548	3,373	4,786	3,373	490	539	3,665	5,311	3,665		
PHILIPPINES		204	39	2,905	2,636	2,905	235	47	2,785	2,735	2,785		
SINGAPORE		184	199	1,798	2,105	1,798	183	195	1,840	1,985	1,840		
OTHER		734	1,477	7,193	10,737	7,193	757	928	7,458	8,720	7,458		
Subtotal:-----		2,060	3,362	19,097	28,074	19,097	2,257	3,071	20,098	28,203	20,098		
DRIED FRUIT													
DRD RAISINS(AUG)	MT												
EC-12		3,628	4,199	38,179	54,316	46,316	5,322	5,476	56,755	68,117	68,124		
UNITED KINGDOM		1,883	2,052	18,275	23,896	22,523	2,883	2,846	27,018	30,163	32,894		
JAPAN		1,089	2,404	17,214	19,183	19,751	1,658	3,027	26,805	29,659	30,538		
GERMANY		881	1,108	8,409	14,268	10,407	1,176	1,337	12,169	16,939	14,834		
CANADA		772	832	5,598	9,353	7,431	1,520	1,649	12,645	19,076	16,348		
SWEDEN		414	538	5,161	7,019	6,107	691	554	8,724	9,362	10,337		
OTHER		1,949	1,455	19,905	23,020	22,797	3,687	2,051	32,898	31,963	37,767		
Subtotal:-----		7,853	9,428	86,058	112,889	102,401	12,878	12,757	137,828	154,179	163,115		
DRD PRUNES(AUG)	MT												
EC-12		3,414	3,629	35,154	48,965	39,241	6,178	4,270	58,410	61,276	65,387		
ITALY		888	448	11,039	11,537	11,391	1,908	763	19,477	17,207	20,160		
JAPAN		796	867	8,793	11,874	10,736	1,103	1,374	12,130	14,712	14,801		
GERMANY		1,137	1,479	8,460	15,910	10,490	1,985	1,626	14,515	19,010	17,972		
FRANCE		168	0	5,759	1,007	5,922	258	0	8,096	1,414	8,367		
CANADA		368	541	3,695	4,943	4,495	638	970	6,497	8,915	7,926		
OTHER		996	1,801	14,253	18,156	16,607	1,612	2,044	22,466	23,423	26,086		
Subtotal:-----		5,575	6,839	61,895	83,938	71,079	9,532	8,658	99,503	108,325	114,199		
FRUIT JUICES(SSE)													
ORANGE JU CNC(DEC)	KL												
CANADA		11,466	14,486	67,317	77,906	168,461	4,940	6,461	30,027	34,460	73,511		
EC-12		5,871	5,434	23,253	24,621	45,720	3,144	1,847	13,421	8,797	23,066		
KOREA, REPUBLIC		430	73	10,241	13,142	20,591	1,140	36	4,486	6,494	9,485		
FRANCE		3,203	2,215	13,467	8,824	20,335	1,880	515	8,916	2,538	11,541		
OTHER		7,640	7,383	36,747	47,703	70,005	3,347	2,950	16,671	18,320	31,910		
Subtotal:-----		25,407	27,376	137,557	158,372	304,776	11,571	11,294	64,604	68,071	137,971		
ORNG JU NTCNC(DEC)	KL												
JAPAN		1,749	1,282	5,918	4,959	11,401	1,690	1,074	5,100	4,596	10,090		
EC-12		735	1,042	3,146	7,261	9,462	668	713	2,297	6,264	8,499		
FRANCE		675	674	2,878	5,792	9,127	622	506	2,055	5,365	8,215		
CANADA		516	346	1,713	2,337	4,096	658	434	2,398	2,891	5,685		
OTHER		1,011	1,375	5,754	6,322	10,898	858	1,156	4,446	4,866	8,824		
Subtotal:-----		4,011	4,045	16,531	20,879	35,858	3,874	3,376	14,240	18,617	33,098		
GRPFRT JU CNC(DEC)	KL												
JAPAN		2,939	2,925	11,451	6,908	19,641	2,092	2,106	8,180	4,947	13,986		
CANADA		500	764	3,944	4,686	8,094	360	550	2,766	3,374	5,754		
EC-12		632	682	1,990	4,038	4,513	440	279	1,285	1,964	2,723		
FINLAND		0	41	447	506	2,097	0	29	229	189	983		
OTHER		89	50	1,128	941	1,971	58	26	687	471	1,104		
Subtotal:-----		4,160	4,462	18,960	17,079	36,316	2,950	2,991	13,148	10,945	24,549		
FRESH VEGETABLES													
FR ASPARAGUS(OCT)	MT												
CANADA		2,636	2,365	7,085	6,471	8,873	4,102	4,198	11,899	12,879	15,001		
JAPAN		390	237	5,320	4,560	5,355	1,316	914	21,146	18,641	21,271		
SWITZERLAND		125	217	1,594	1,537	1,621	328	627	4,460	4,866	4,524		
EC-12		270	426	1,125	1,802	1,474	663	1,067	3,138	5,069	4,075		
OTHER		44	51	1,122	203	178	157	185	432	684	597		
Subtotal:-----		3,464	3,297	15,246	14,573	17,501	6,566	6,992	41,075	42,139	45,468		
FR ONIONS(OCT)	MT												
CANADA		8,038	8,076	37,617	55,779	65,185	3,458	4,581	15,679	24,238	23,737		
JAPAN		4	6	28,767	23,145	31,433	3	11	6,626	4,730	7,170		
TAIWAN		0	0	3,195	2,781	8,276	0	0	815	694	2,149		
OTHER		232	291	10,663	30,262	14,711	139	81	2,942	9,254	4,208		
Subtotal:-----		8,274	8,373	80,241	111,967	119,605	3,600	4,673	26,062	38,916	37,264		

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
MAY 1991

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
CANNED VEGETABLES											
CND SWT CORN(AUG)	MT										
JAPAN		3,717	2,911	34,359	24,660	44,278	2,752	2,629	29,176	21,549	36,675
EC-12		4,467	5,369	37,675	43,536	42,328	3,346	4,045	28,855	33,434	32,642
GERMANY		1,263	1,423	15,055	15,427	16,057	1,082	1,104	12,136	12,048	12,921
TAIWAN		1,064	767	11,242	11,328	13,508	844	734	8,593	10,982	10,064
UNITED KINGDOM		1,894	2,644	11,247	13,660	13,103	1,335	1,840	7,843	9,769	9,377
HONG KONG		1,257	1,148	5,703	6,852	8,103	473	611	3,153	3,242	4,036
OTHER		2,269	2,763	19,391	18,916	23,274	1,733	2,360	14,491	15,424	17,684
Subtotal:-----		12,775	12,958	108,369	105,292	131,490	9,145	10,379	84,269	84,632	101,101
CND TOM PAS(JUL)											
CANADA	MT	786	2,553	12,512	24,534	13,474	760	2,597	12,434	26,060	13,398
JAPAN		6	17	2,739	9,709	2,745	6	10	3,264	9,628	3,272
PHILIPPINES		225	0	1,712	2,235	1,712	197	0	1,483	2,214	1,483
KOREA, REPUBLIC		145	254	1,323	4,624	1,323	224	234	1,755	4,492	1,755
OTHER		144	671	2,247	5,779	2,359	177	589	2,394	5,587	2,520
Subtotal:-----		1,307	3,494	20,534	44,811	21,614	1,365	3,430	21,330	45,911	22,428
CND TOM SAUCE(JUL)											
EC-12	MT	121	234	10,491	4,628	12,861	109	163	8,364	4,151	10,485
CANADA		565	1,313	5,748	10,496	6,271	472	1,280	3,937	9,463	4,381
UNITED KINGDOM		82	19	3,029	2,957	5,379	81	37	2,958	2,460	5,071
BELGIUM-LUXEMBOU		16	0	5,033	0	5,033	15	0	3,083	0	3,083
JAPAN		277	307	3,297	3,078	3,389	253	313	2,863	3,523	2,960
MEXICO		143	192	2,809	1,795	2,872	91	120	1,918	1,151	1,962
OTHER		392	555	4,414	5,722	4,613	327	489	4,493	5,591	4,772
Subtotal:-----		1,498	2,600	26,760	25,719	30,006	1,251	2,366	21,175	23,878	24,560
FRZN VEGETABLES											
FRZN SWT CORN(JUL)	MT										
JAPAN		2,453	2,659	30,524	30,758	34,373	2,072	2,404	25,596	27,199	28,722
EC-12		653	554	6,760	5,973	8,181	543	312	4,692	3,741	5,717
AUSTRALIA		438	261	4,928	3,681	5,215	327	228	3,429	3,050	3,598
UNITED KINGDOM		542	286	3,653	3,500	4,346	461	154	8,220	2,291	3,456
GERMANY		70	185	2,379	1,739	3,067	37	98	1,276	939	1,640
OTHER		677	498	8,376	10,982	10,170	692	447	6,557	8,703	7,827
Subtotal:-----		4,221	3,972	50,511	51,314	57,939	3,631	3,392	44,272	42,693	45,864
FRZN F FRY(JUL)											
JAPAN	MT	8,610	10,244	93,213	99,635	101,396	6,135	7,235	66,073	71,058	71,942
CANADA		6,179	393	18,116	11,538	22,701	4,169	445	12,610	8,910	15,715
HONG KONG		646	509	10,250	7,667	10,781	434	360	4,924	5,350	5,276
OTHER		2,634	3,323	28,278	30,939	30,358	1,880	2,375	18,506	23,584	19,973
Subtotal:-----		14,069	14,469	149,857	149,779	165,237	12,614	10,415	101,114	109,902	112,905
TREE NUTS											
ALMONDS UNSH(JUL)	MT										
JAPAN		0	377	2,180	2,239	2,180	0	1,285	6,585	7,429	6,585
INDIA		0	203	1,930	5,148	1,960	0	292	4,733	7,380	4,804
CANADA		76	2	840	1,319	859	204	4	2,076	2,937	2,113
EC-12		20	2	638	1,503	678	23	6	1,021	2,250	1,074
MEXICO		0	0	592	90	648	0	0	1,347	192	1,456
OTHER		180	74	1,529	1,037	1,614	418	126	4,581	2,258	4,869
Subtotal:-----		276	658	7,709	11,335	7,938	715	1,713	20,342	22,416	20,902
ALMND SH/PRP(JUL)											
EC-12	MT	9,289	4,168	75,151	98,499	89,186	27,690	12,267	239,692	275,719	282,411
GERMANY		5,168	1,976	37,721	47,267	45,630	15,243	5,518	119,368	129,324	143,239
JAPAN		1,854	1,937	23,618	17,671	24,774	7,077	5,757	80,610	56,026	84,712
FRANCE		1,121	230	10,458	11,869	11,796	3,439	643	31,896	32,642	36,031
UNITED KINGDOM		1,313	612	10,302	12,023	11,686	4,220	2,039	34,992	36,058	39,702
NETHERLANDS		712	466	8,515	9,788	10,118	1,893	1,527	27,491	28,934	32,554
OTHER		2,885	2,590	48,197	45,387	51,031	9,536	7,801	153,171	129,414	162,310
Subtotal:-----		14,028	8,694	146,965	161,557	164,990	44,303	25,825	473,173	461,159	529,433
WALNUTS SH(AUG)											
EC-12	MT	206	192	3,780	3,761	4,146	564	514	9,980	11,970	11,023
JAPAN		154	359	2,644	2,066	2,846	545	1,271	5,693	7,977	6,438
SPAIN		66	68	1,605	900	1,721	259	217	4,449	3,281	4,919
CANADA		107	153	1,343	1,450	1,525	360	537	2,795	4,890	3,382
GERMANY		112	124	1,001	1,161	1,242	190	297	2,254	3,232	2,778
ISRAEL		41	60	1,053	978	1,168	157	236	3,334	3,698	3,788
OTHER		179	270	2,943	2,935	3,245	603	769	8,284	8,908	9,233
Subtotal:-----		687	1,031	11,763	11,190	12,931	2,229	3,326	30,086	37,444	33,863
WALNUTS UNSH(AUG)											
EC-12	MT	91	23	46,431	43,921	46,483	158	52	76,315	77,560	76,441
GERMANY		45	0	16,434	13,560	16,453	78	0	26,714	22,859	26,785
SPAIN		0	3	14,607	13,864	14,607	0	14	24,538	25,059	24,538
ITALY		20	18	7,199	8,577	7,199	34	31	12,185	15,203	12,185
NETHERLANDS		10	1	2,772	3,666	2,806	16	6	4,453	6,768	4,507
OTHER		129	155	5,415	5,824	5,721	357	325	10,484	11,721	11,153
Subtotal:-----		221	178	51,846	49,745	52,204	515	377	86,799	89,281	87,593
HOPS&PRODUCTS											
HOP PELTS(SEP)	MT										
BRAZIL		310	333	2,154	1,208	3,734	793	1,788	6,388	4,199	11,306
COLOMBIA		0	0	1,967	69	2,127	0	0	10,669	344	11,468
CANADA		15	120	1,187	845	1,232	106	770	7,148	5,523	7,406
EC-12		0	38	1,032	1,223	1,041	0	289	3,633	6,427	3,676
GERMANY		0	38	964	884	964	0	289	3,392	4,340	3,392
OTHER		33	35	453	677	1,015	174	181	2,228	4,967	5,574
Subtotal:-----		358	526	6,794	4,021	9,149	1,073	3,027	30,066	21,460	39,430

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
MAY 1991

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
HOP EXTRACT(SEP)	MT										
MEXICO		165	24	742	327	919	1,569	395	9,097	7,086	10,467
EC-12		44	123	530	776	690	553	1,459	5,429	9,112	7,429
COLOMBIA		0	0	251	58	416	0	0	2,819	945	6,388
PHILIPPINES		7	13	234	61	313	149	312	2,807	1,685	4,110
NETHERLANDS		25	24	139	130	192	330	301	1,193	1,511	1,832
IRELAND		3	0	170	60	170	70	0	1,718	656	1,718
OTHER		60	77	540	618	798	540	1,378	5,283	7,696	8,608
Subtotal:-----		276	238	2,296	1,843	3,136	2,811	3,544	25,434	26,523	37,002
HOPS, NSPF(SEP)	MT										
EC-12		0	25	878	326	1,093	0	235	3,813	2,181	4,806
GERMANY		0	25	634	243	834	0	235	2,248	1,373	3,161
UNION OF SOVIET		25	0	323	0	323	176	0	1,356	0	1,356
CANADA		4	20	316	81	319	25	117	1,873	502	1,887
BRAZIL		20	115	140	175	250	70	501	506	692	849
BELGIUM-LUXEMBOU		0	0	132	23	146	0	0	947	250	1,023
OTHER		26	63	190	189	239	126	140	1,444	1,338	2,085
Subtotal:-----		74	224	1,847	771	2,223	397	993	11,992	4,714	10,913
WINE											
GRAPE WINE(JAN)	KL										
EC-12		2,285	2,798	8,950	11,954	26,140	3,087	4,108	12,872	17,052	38,362
CANADA		2,213	3,241	9,676	11,140	23,852	2,079	2,818	8,729	10,474	26,038
JAPAN		1,219	2,755	5,323	8,372	16,961	1,793	3,235	8,505	10,508	25,518
UNITED KINGDOM		1,293	1,592	5,310	5,715	14,233	1,733	2,597	7,630	8,429	21,475
SWEDEN		356	340	1,268	1,373	4,767	268	365	1,202	1,077	5,117
OTHER		1,422	1,714	6,553	7,211	17,749	2,140	2,300	9,524	10,397	24,502
Subtotal:-----		7,495	10,448	31,769	40,049	89,469	9,368	12,826	40,833	49,501	119,537

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
MAY 1991

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FR FRT & MLNS											
FR APPLES(JUL)	MT										
NEW ZEALAND		7,245	7,060	20,345	19,233	26,917	3,684	4,496	12,114	12,354	14,904
CANADA		5,318	2,982	43,022	57,516	46,355	1,003	1,629	12,782	18,863	13,502
CHILE		3,147	13,921	22,427	24,199	22,427	1,053	4,300	7,250	7,882	7,250
OTHER		1,345	994	9,058	3,424	10,777	529	572	4,020	1,589	4,674
Subtotal:-----		17,056	24,957	94,851	104,372	106,476	6,270	10,997	36,166	40,688	40,330
FR PEARS(JUL)	MT										
CHILE		433	3,717	23,226	26,516	23,226	119	1,275	8,428	8,984	8,428
JAPAN		0	0	2,460	1,270	2,460	0	0	5,819	3,153	5,819
ARGENTINA		4,239	3,748	11,386	9,759	11,659	1,525	2,353	4,771	3,913	4,894
OTHER		1,581	2,605	4,096	6,462	4,890	1,583	3,885	5,278	8,461	5,877
Subtotal:-----		6,252	10,080	41,169	44,006	42,235	3,257	7,513	24,296	26,512	25,018
APRICOT (MAY)	MT										
CHILE		0	0	0	0	822	0	0	0	0	591
NEW ZEALAND		0	0	0	0	106	0	0	0	0	173
OTHER		0	0	0	0	40	0	0	0	0	39
Subtotal:-----		0	0	0	0	968	0	0	0	0	803
PEACH-NEC(MAY)	MT										
CHILE		29	0	29	0	49,136	19	0	19	0	32,330
OTHER		0	23	0	23	3,373	0	56	0	56	2,686
Subtotal:-----		29	23	29	23	52,509	19	56	19	56	35,016
PLUM-PRUNE(MAY)	MT										
CHILE		319	69	319	69	21,391	209	57	209	57	15,570
OTHER		0	0	0	0	50	0	0	0	0	60
Subtotal:-----		319	69	319	69	21,441	209	57	209	57	15,630
FRESH GRAPES (MAY)	MT										
CHILE		9,281	1,249	9,281	1,249	300,261	5,961	802	5,961	802	208,571
OTHER		6,177	10,085	6,177	10,085	30,186	4,329	14,292	4,330	14,292	20,773
Subtotal:-----		15,458	11,333	15,458	11,333	330,447	10,290	15,094	10,290	15,094	229,342
FR RASPBRY(JAN)	MT										
CANADA		0	0	0	18	5,070	0	0	0	11	5,169
CHILE		54	46	1,111	679	1,348	174	126	2,807	1,335	3,262
OTHER		0	1	1	27	1	0	2	7	63	11
Subtotal:-----		54	46	1,113	724	6,419	174	128	2,814	1,409	8,442
FR STRAWBRIS(JAN)	MT										
MEXICO		1,819	1,858	10,967	9,898	12,601	626	1,467	11,790	13,328	13,074
OTHER		0	1	578	699	1,997	0	6	733	1,347	3,777
Subtotal:-----		1,819	1,858	11,545	10,598	14,598	626	1,473	12,524	14,675	16,850

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
MAY 1991

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FR BANANA(JAN)	MT										
ECUADOR		106,872	102,990	503,010	496,280	1,142,155	27,372	26,409	131,676	127,808	297,828
COSTA RICA		52,772	59,336	222,554	273,567	571,550	16,522	19,916	68,844	89,639	177,403
HONDURAS		55,083	35,431	248,633	191,510	485,596	16,380	9,706	76,541	52,965	141,498
OTHER		83,296	86,512	336,458	375,616	894,855	25,144	26,367	98,461	112,044	258,703
Subtotal:-----		298,023	284,270	1,310,655	1,336,972	3,094,157	85,417	82,398	375,523	382,456	875,432
FR MANGO(JAN)	MT										
MEXICO		10,492	11,836	17,666	24,900	50,922	11,575	10,264	19,418	23,431	52,354
OTHER		1,944	5,061	5,483	11,020	8,085	1,315	2,614	3,715	6,058	5,803
Subtotal:-----		12,436	16,898	23,149	35,920	59,007	12,890	12,878	23,133	29,489	58,157
FR FINAPLE(JAN)	MT										
COSTA RICA		5,721	4,396	22,352	19,277	54,331	3,294	2,076	12,967	9,219	29,265
DOMINICAN REPUB		4,787	3,798	16,744	15,045	38,580	922	867	3,019	3,505	7,821
OTHER		1,476	4,027	9,212	13,993	19,672	523	1,048	3,376	3,401	6,461
Subtotal:-----		11,984	12,220	48,308	48,315	112,584	4,739	3,991	19,362	16,125	43,547
FR CANTLPE(MAY)	MT										
MEXICO		30,030	27,002	30,030	27,002	152,721	12,265	10,348	12,265	10,348	52,187
COSTA RICA		2,425	2,734	2,425	2,734	25,794	933	1,281	933	1,281	13,076
OTHER		4,003	4,809	4,003	4,809	77,005	745	1,100	745	1,100	15,742
Subtotal:-----		36,458	34,545	36,458	34,545	255,521	13,944	12,729	13,944	12,729	81,004
FR MELON,OT(MAY)	MT										
MEXICO		8,227	10,899	8,227	10,899	55,659	2,784	3,902	2,784	3,902	17,276
COSTA RICA		962	1,218	962	1,218	16,092	253	780	253	780	8,319
OTHER		1,930	3,644	1,930	3,644	35,352	494	1,219	494	1,219	11,970
Subtotal:-----		11,119	15,761	11,119	15,761	107,104	3,530	5,901	3,530	5,901	37,564
FR ORANGES (NOV)	MT										
ISRAEL		0	6	2,713	4,248	2,713	0	8	2,195	2,503	2,195
DOMINICAN REPUB		598	669	1,904	1,558	3,893	155	171	559	390	1,092
MEXICO		0	5,325	3,488	22,160	3,488	0	5,540	937	14,436	937
OTHER		200	4,904	1,417	23,981	1,851	59	3,211	442	16,025	559
Subtotal:-----		798	10,904	9,523	51,946	11,946	213	6,929	4,133	33,354	4,782
CANNED FRUIT											
CND MANDRN(JAN)	MT										
EC-12		2,878	3,813	15,965	20,599	29,038	2,501	4,408	14,364	24,069	26,503
SPAIN		2,878	3,813	15,949	20,568	28,984	2,501	4,408	14,352	24,019	26,465
KOREA, REPUBLIC		485	179	4,830	4,23	6,516	648	294	6,456	667	8,719
OTHER		528	1,674	2,991	6,923	6,950	502	1,579	3,118	6,510	6,904
Subtotal:-----		3,892	5,666	23,787	27,946	42,503	3,652	6,280	23,939	31,246	42,126
CND BLK OLV(NOV)	MT										
EC-12		1,349	823	8,272	6,885	13,619	2,216	1,573	13,614	12,687	22,501
SPAIN		1,288	761	7,656	6,336	12,657	2,114	1,400	12,594	11,392	20,783
OTHER		180	242	892	1,007	1,621	284	415	1,512	1,698	2,704
Subtotal:-----		1,529	1,065	9,165	7,892	15,241	2,500	1,988	15,127	14,384	25,205
CND GRN OLV(NOV)	MT										
EC-12		3,214	3,166	27,172	22,547	45,137	7,470	8,381	62,937	53,381	104,797
SPAIN		3,147	3,120	26,413	22,003	44,150	7,292	8,265	61,303	52,363	102,779
OTHER		93	43	588	403	866	124	71	983	673	1,477
Subtotal:-----		3,307	3,209	27,759	22,951	46,002	7,593	8,452	63,920	54,054	106,273
CND PEACH(JUN)	MT										
EC-12		737	607	25,565	9,242	25,565	475	333	16,262	5,289	16,262
GREECE		682	607	21,208	9,074	21,208	427	333	13,025	5,112	13,025
CHILE		1,337	505	9,750	4,527	9,750	921	388	6,808	3,097	6,808
OTHER		816	56	5,868	1,249	5,868	559	39	3,429	382	3,429
Subtotal:-----		2,890	1,168	41,182	15,018	41,182	1,954	761	26,499	8,768	26,499
CND PINAPLE(JAN)	MT										
THAILAND		15,613	14,037	59,669	58,816	128,019	9,714	9,241	33,256	37,417	70,374
PHILIPPINES		4,675	8,416	33,647	38,647	92,290	3,067	5,345	21,213	24,785	58,439
OTHER		2,744	2,871	14,513	18,598	53,672	1,900	2,170	9,281	12,851	37,948
Subtotal:-----		23,032	25,323	107,829	116,061	273,981	14,681	16,756	63,751	75,053	166,761
DRIED FRUIT											
DRD APRCT(JUL)	MT										
TURKEY		579	240	6,996	5,499	7,334	932	616	12,321	13,488	12,929
OTHER		30	0	990	266	991	89	4	2,962	898	2,965
Subtotal:-----		609	240	7,985	5,765	8,324	1,022	619	15,283	14,386	15,894
DATES(SEP)	MT										
PAKISTAN		622	398	5,224	2,883	5,890	301	408	4,392	2,890	4,741
IRAQ		30	0	1,768	15	1,791	45	0	2,036	22	2,063
OTHER		46	95	1,708	1,627	1,900	71	157	1,892	1,899	2,217
Subtotal:-----		697	493	8,701	4,525	9,582	417	565	8,320	4,811	9,021
DRD FIG(SEP)	MT										
EC-12		0	0	2,300	810	2,300	0	0	3,882	2,263	3,882
GREECE		0	0	2,217	758	2,217	0	0	3,696	2,087	3,696
OTHER		2	3	463	220	463	7	6	734	474	734
Subtotal:-----		2	3	2,763	1,031	2,763	7	6	4,616	2,738	4,616
DRD RAISIN(AUG)	MT										
MEXICO		36	18	4,530	3,660	4,547	40	20	4,215	2,617	4,233
CHILE		409	867	2,663	5,005	3,931	432	798	2,375	4,640	3,662
TURKEY		45	0	1,474	21	1,474	37	0	1,655	25	1,655
OTHER		0	0	748	162	813	0	0	763	142	808
Subtotal:-----		490	885	9,415	8,848	10,764	510	819	9,008	7,425	10,357
FRUIT JUICE(SSE)											
APPLE JUIC(JUL)	KL										
EC-12		18,438	24,220	198,498	206,569	215,273	3,946	7,394	42,076	52,854	45,506
ARGENTINA		48,890	64,563	216,693	311,497	246,898	7,922	17,683	38,006	61,957	42,788
GERMANY		15,680	18,682	144,231	160,574	158,806	3,333	5,725	30,538	39,412	33,559
OTHER		21,507	50,753	241,803	454,800	267,401	4,018	13,883	52,512	101,111	57,166
Subtotal:-----		88,836	139,536	656,994	972,865	729,572	15,887	38,960	132,593	215,922	145,460

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COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FCOJ(DEC)	KL										
BRAZIL		143,226	82,781	851,681	490,411	1,509,047	58,016	15,884	285,602	102,186	531,803
OTHER		24,616	21,856	150,681	80,553	236,420	9,344	5,212	58,077	20,563	90,604
Subtotal:-----		167,841	104,637	1,002,362	570,964	1,745,467	67,361	21,096	343,680	122,749	622,408
GRAPE JU(JAN)	KL										
ARGENTINA		5,395	5,553	22,910	26,026	85,063	1,109	1,093	4,442	5,024	16,243
BRAZIL		1,769	327	5,299	2,519	15,000	674	138	1,807	1,060	5,643
OTHER		1,425	395	4,469	4,437	12,472	407	163	1,415	1,753	4,170
Subtotal:-----		8,589	6,276	32,678	32,981	112,535	2,190	1,395	7,664	7,837	26,056
PNEAPL JUCN(JAN)	KL										
THAILAND		11,778	9,381	69,540	60,307	134,791	2,073	2,169	12,083	14,805	25,723
PHILIPPINES		6,300	14,699	28,415	53,141	90,632	1,252	2,996	5,154	10,762	17,525
OTHER		4,028	1,907	13,787	20,377	56,335	809	703	2,536	5,700	12,413
Subtotal:-----		22,105	25,987	111,742	133,824	281,758	4,134	5,869	19,773	31,266	55,660
PNEAPL JUNC(JAN)	KL										
JAPAN		2,569	1,033	4,332	6,260	25,895	1,442	738	2,320	3,160	10,048
PHILIPPINES		2,728	1,064	8,624	9,928	28,573	802	313	2,536	2,813	8,362
OTHER		84	51	889	671	2,093	45	26	365	429	954
Subtotal:-----		5,382	2,149	13,846	16,858	56,561	2,290	1,077	5,222	6,402	19,364
FROZEN FRUIT											
FZN STBRY(DEC)	MT										
MEXICO		2,585	3,299	14,820	15,739	18,446	3,309	3,318	19,235	16,463	23,776
OTHER		296	169	2,798	804	3,362	450	672	2,973	3,424	4,134
Subtotal:-----		2,881	3,468	17,618	16,543	21,808	3,760	3,990	22,208	19,887	27,910
FRESH VEGETABLES											
FR BEANS(OCT)	MT										
MEXICO		180	248	11,862	10,807	11,941	133	195	15,746	10,103	15,807
OTHER		3	21	205	172	584	5	14	245	135	483
Subtotal:-----		182	269	12,068	10,980	12,525	138	209	15,991	10,238	16,291
FR CARROT(OCT)	MT										
CANADA		216	411	38,148	33,350	45,379	64	82	7,304	10,014	8,859
MEXICO		2,907	3,209	10,500	10,483	13,998	413	809	2,031	2,935	2,583
OTHER		0	51	392	156	12,429	0	27	335	79	373
Subtotal:-----		3,123	3,671	49,040	43,988	59,806	478	918	9,670	13,028	11,814
FR CABBAGE(OCT)	MT										
CANADA		203	754	17,612	10,240	21,869	44	156	5,004	2,194	5,883
MEXICO		283	201	19,820	1,806	19,837	125	24	2,495	391	2,497
OTHER		20	0	1,807	101	1,833	4	0	398	188	455
Subtotal:-----		506	955	39,239	12,147	43,540	174	180	7,897	2,773	8,835
FR CELERY(OCT)	MT										
MEXICO		440	1,767	14,387	15,339	14,387	107	693	3,492	4,751	3,492
CANADA		0	0	668	725	3,622	0	0	168	185	829
OTHER		18	124	691	614	894	9	22	161	107	202
Subtotal:-----		458	1,891	15,746	16,678	18,903	116	715	3,821	5,043	4,522
FR CUCMBR(OCT)	MT										
MEXICO		6,379	5,125	170,598	152,156	176,832	2,377	2,891	68,807	68,348	71,005
OTHER		511	601	10,358	9,249	12,310	336	614	3,058	3,399	4,716
Subtotal:-----		6,890	5,727	180,955	161,405	189,142	2,712	3,504	71,865	71,747	75,721
FR CAULFLWR(OCT)	MT										
MEXICO		0	0	8,735	7,501	8,827	0	0	2,045	1,638	2,058
CANADA		0	0	452	520	1,493	0	0	150	212	521
OTHER		15	16	29	48	30	11	3	23	11	25
Subtotal:-----		15	16	9,216	8,068	10,350	11	3	2,219	1,862	2,604
FR GARLIC(OCT)	MT										
ARGENTINA		72	72	3,745	3,536	3,786	115	103	5,581	4,838	5,620
MEXICO		2,373	3,400	3,969	5,628	7,693	1,883	4,270	3,112	6,325	5,460
OTHER		105	245	4,476	2,834	8,370	109	296	4,552	3,368	8,026
Subtotal:-----		2,549	3,717	12,190	11,998	19,849	2,107	4,669	13,285	14,531	19,106
FR ONION(OCT)	MT										
MEXICO		14,190	16,219	132,257	158,192	147,382	6,228	9,120	50,536	78,087	59,584
OTHER		2,072	3,376	23,013	26,345	26,786	893	1,495	7,654	8,244	9,601
Subtotal:-----		16,261	19,595	155,270	184,737	174,168	7,121	10,615	58,190	86,330	69,185
FR PEPPERS(OCT)	MT										
MEXICO		4,991	5,084	109,449	99,575	125,793	4,943	10,706	125,856	87,833	133,993
OTHER		1,240	2,082	4,403	5,459	9,695	3,180	7,600	11,659	18,520	22,073
Subtotal:-----		6,231	7,166	113,852	105,034	135,488	8,123	18,306	137,515	106,353	156,065
FR SEED POT(OCT)	MT										
CANADA		3,797	4,026	90,785	80,518	91,589	722	627	19,337	15,334	19,512
OTHER		0	0	20	2	20	0	0	23	2	23
Subtotal:-----		3,797	4,026	90,805	80,520	91,609	722	627	19,361	15,336	19,535
FR TBL POT(OCT)	MT										
CANADA		23,817	19,123	177,751	206,767	213,223	6,030	3,266	42,667	34,119	50,748
OTHER		0	0	189	31	194	0	0	59	35	74
Subtotal:-----		23,817	19,123	177,940	206,798	213,417	6,030	3,266	42,726	34,153	50,822
FR TOMATO(OCT)	MT										
MEXICO		12,722	21,963	322,015	303,658	378,344	5,911	29,284	363,165	212,340	384,020
OTHER		905	1,305	6,323	3,239	8,918	923	2,347	4,442	4,385	7,231
Subtotal:-----		13,627	23,269	328,337	306,898	387,262	6,834	31,631	367,607	216,725	391,251
FR ASPARG(OCT)	MT										
MEXICO		0	4	12,000	16,099	14,795	0	4	18,621	23,664	21,246
OTHER		5	0	3,216	4,123	4,046	9	5	4,721	5,017	5,791
Subtotal:-----		4	4	15,216	20,222	18,841	9	8	23,342	28,681	27,037
CANNED VEGETABLES											
CND TOM PST(JUL)	MT										
MEXICO		8,951	10,388	19,205	22,163	24,664	7,336	7,095	15,864	15,017	20,233
CHILE		7,378	1,886	16,193	6,986	18,181	6,410	1,312	14,283	6,009	16,002
OTHER		1,701	636	29,131	8,577	31,179	1,782	473	25,573	5,801	27,243
Subtotal:-----		18,030	12,911	64,529	37,726	74,024	15,527	8,880	55,720	26,827	63,479

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COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
CND TOM SAUCE(JUL)	MT										
EC-12		395	369	3,979	4,212	4,566	259	244	2,403	2,576	2,701
ITALY		395	270	3,228	3,087	3,778	259	219	1,707	1,908	1,981
DOMINICAN REPUBL		141	51	2,068	1,528	2,307	97	32	1,422	999	1,583
OTHER		810	626	4,290	7,377	5,501	371	221	2,360	4,193	2,984
Subtotal:-----		1,346	1,047	10,337	13,116	12,373	726	498	6,186	7,768	7,268
CND TOMATO(JUL)	MT										
EC-12		1,413	1,363	17,679	18,961	18,568	684	436	8,532	6,588	8,878
CHILE		3,159	2,061	7,794	6,471	10,491	1,793	1,080	4,701	3,572	6,357
ITALY		808	1,343	12,277	16,536	13,112	334	429	5,700	5,716	6,018
ISRAEL		76	1,421	9,539	15,432	9,611	35	200	5,664	6,863	5,705
OTHER		2,698	1,048	13,212	9,839	15,348	1,486	529	7,366	4,723	8,561
Subtotal:-----		7,345	4,893	48,225	50,703	54,019	3,998	2,246	26,264	21,747	29,501
CND MSHROOM(JUL)	MT										
TAIWAN		1,082	984	8,859	8,224	9,807	3,508	3,144	27,307	23,197	30,163
HONG KONG		623	1,088	9,311	9,648	9,765	1,326	2,195	20,020	20,455	21,009
INDONESIA		1,149	533	6,326	8,351	6,792	3,433	1,606	18,113	25,798	19,463
OTHER		2,362	2,184	19,246	17,634	20,809	5,020	4,109	45,280	37,091	48,939
Subtotal:-----		5,216	4,789	43,743	43,856	47,172	13,287	11,054	110,721	106,541	119,574
FROZEN VEGETABLES											
FZN BROCLI(SEP)	MT										
MEXICO		10,053	8,136	83,203	79,855	106,319	6,333	5,335	55,230	53,231	70,113
OTHER		109	78	6,299	6,121	8,295	67	56	4,179	3,752	5,377
Subtotal:-----		10,162	8,214	89,502	85,976	114,615	6,400	5,391	59,409	56,983	75,490
FZN CAULFLR(SEP)	MT										
MEXICO		190	170	23,523	24,125	25,870	154	127	16,429	18,404	18,152
OTHER		88	73	1,082	1,209	1,696	63	44	751	780	1,143
Subtotal:-----		278	243	24,604	25,334	27,565	217	171	17,180	19,184	19,295
FZN POTATO(SEP)	MT										
CANADA		6,574	8,762	40,089	56,918	52,897	3,937	4,617	22,360	30,919	29,611
OTHER		135	71	1,036	378	1,156	73	35	587	209	654
Subtotal:-----		6,709	8,833	41,125	57,295	54,053	4,010	4,652	22,946	31,128	30,266
TREE NUTS											
PISTACHIO NSH(SEP)	MT										
TURKEY		1	1	575	3	575	10	2	2,400	13	2,400
HONG KONG		25	0	302	248	408	73	0	635	455	853
OTHER		1	0	57	54	109	4	0	243	131	326
Subtotal:-----		28	1	935	304	1,093	88	2	3,278	599	3,579
CASHEW NUT(AUG)	MT										
INDIA		1,448	1,474	17,672	20,888	20,781	5,716	7,453	81,783	98,753	95,002
BRAZIL		1,672	2,212	18,279	17,426	22,629	5,457	10,541	67,958	76,851	84,878
OTHER		739	719	7,301	8,614	8,643	2,447	3,189	26,150	36,952	30,703
Subtotal:-----		3,859	4,405	43,252	46,928	52,053	13,620	21,184	175,890	212,556	210,583
FILBERTS(AUG)	MT										
TURKEY		272	209	2,132	4,060	2,520	727	649	5,611	11,940	6,682
EC-12		22	6	843	194	977	40	24	1,647	617	1,917
OTHER		0	0	75	13	75	0	0	211	130	217
Subtotal:-----		294	215	3,050	4,265	3,573	766	673	7,470	12,687	8,816
PECANS NSH(SEP)	MT										
MEXICO		0	346	4,912	11,302	6,616	0	997	7,805	24,931	11,328
OTHER		0	0	0	231	535	0	0	597	1,376	1,376
Subtotal:-----		0	346	4,912	11,534	7,151	0	997	7,805	25,528	12,704
WINES											
CHMP&SPRK WN(JAN)	KL										
EC-12		2,581	1,835	10,712	8,830	38,597	21,243	15,738	75,834	69,224	271,196
FRANCE		942	664	3,528	2,768	12,104	15,128	11,717	50,029	45,445	171,224
ITALY		749	572	3,469	2,778	14,317	3,347	2,337	14,065	12,174	60,349
OTHER		12	16	60	51	223	42	43	187	167	774
Subtotal:-----		2,592	1,851	10,772	8,881	38,819	21,285	15,782	76,020	69,391	271,970
FT&VERM WN(JAN)	KL										
EC-12		1,174	1,108	6,429	5,196	17,259	3,461	3,605	20,742	17,069	58,368
SPAIN		204	426	2,034	1,623	5,767	694	1,481	7,446	6,766	23,040
ITALY		811	558	3,383	2,942	8,942	1,769	1,383	7,374	6,877	19,934
PORTUGAL		98	49	518	287	1,288	800	439	4,480	2,219	11,202
OTHER		7	0	94	40	244	26	2	216	117	675
Subtotal:-----		1,180	1,108	6,522	5,236	17,502	3,487	3,607	20,957	17,186	59,043
OTH GP WINE(JAN)	KL										
EC-12		14,555	13,113	64,238	57,079	165,679	45,444	50,335	185,915	210,263	527,768
FRANCE		4,898	5,166	22,123	20,355	55,076	23,370	28,176	94,367	112,580	257,410
ITALY		7,446	6,225	31,306	28,119	83,274	16,259	16,765	65,088	73,439	197,897
OTHER		1,981	2,500	9,622	10,693	24,903	3,618	5,495	17,408	21,461	49,305
Subtotal:-----		16,535	15,612	73,860	67,772	190,583	49,062	55,830	203,323	231,724	577,073
OTH WN PROD(JAN)	KL										
JAPAN		321	297	1,558	1,382	3,618	728	704	3,745	3,483	8,878
EC-12		414	266	1,349	1,077	3,631	608	368	1,910	1,465	5,149
ITALY		258	68	723	407	1,785	334	84	957	575	2,429
OTHER		70	77	405	323	971	135	170	801	682	1,803
Subtotal:-----		805	641	3,312	2,782	8,220	1,471	1,242	6,456	5,630	15,829
CUT FLOWERS											
ROSES(JAN)	NONE										
COLOMBIA							6,907	8,274	31,399	39,188	62,960
OTHER							3,280	3,010	12,476	15,195	23,078
Subtotal:-----							10,188	11,284	43,875	54,383	86,038
CARNATIONS(JAN)	NONE										
COLOMBIA							6,187	9,277	32,203	36,952	63,630
OTHER							287	536	1,659	2,180	3,301
Subtotal:-----							6,475	9,813	33,862	39,132	66,931

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